THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

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Canned Peas. . .

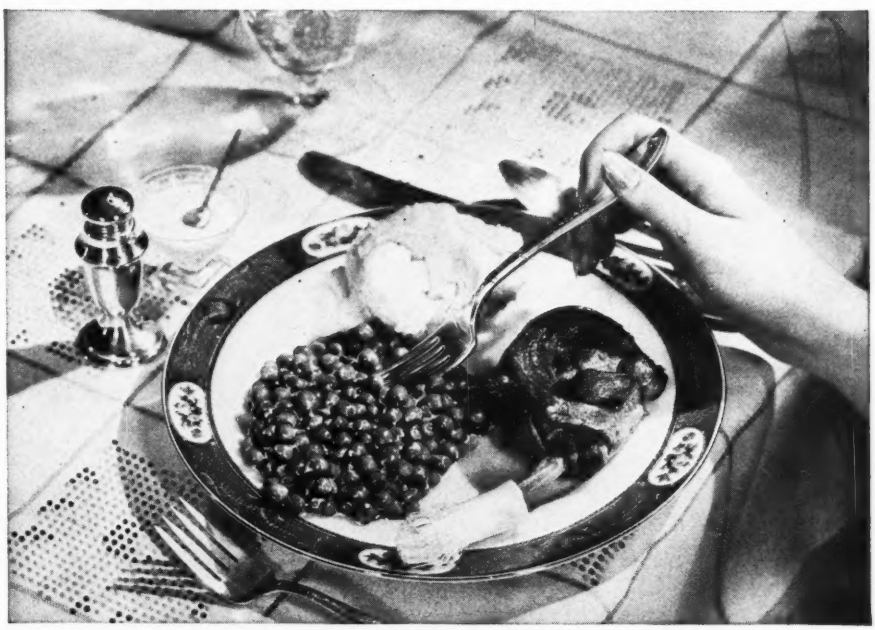
WITH canned peas, flavor and quality mean everything to the housewife. And this year, due to widespread publicity given to the new standards, both will come into even greater prominence. Naturally, women are going to be more discriminating than ever—they are going to look for even better flavor, better quality in this year's pack of canned peas. When they do find canned peas that meet their own ideas of what fine canned peas should be, from that day on canned peas will grace their daily menus to an ever increasing extent.

As canners know, there are many factors which determine quality and flavor—but certainly one of the most important is the time that intervenes between cutting the peas and filling the can. If there is needless delay, the peas the housewife gets are liable to be deficient in natural flavor. But when there is no delay—when the vines are cut at just the proper time—when the cans are properly cooled to insure clear brine—that means a fancy product that will meet her approval, and consequently win increasing sales.

The research department of the American Can Company offers its aid to canners in solving specific problems that might impair the quality of this season's pack. You may find this service a real help toward uniformly better quality.

AMERICAN CAN COMPANY

CANCO



FIT YOUR LABEL FOR ITS NEW JOB...

MODERN merchandising puts a big responsibility on your labels. They must *identify* your product distinctively; they must have *consumer appeal;* they must *advertise* for you, and build permanent good will; they must *speed production* by working properly in your labeling machines.

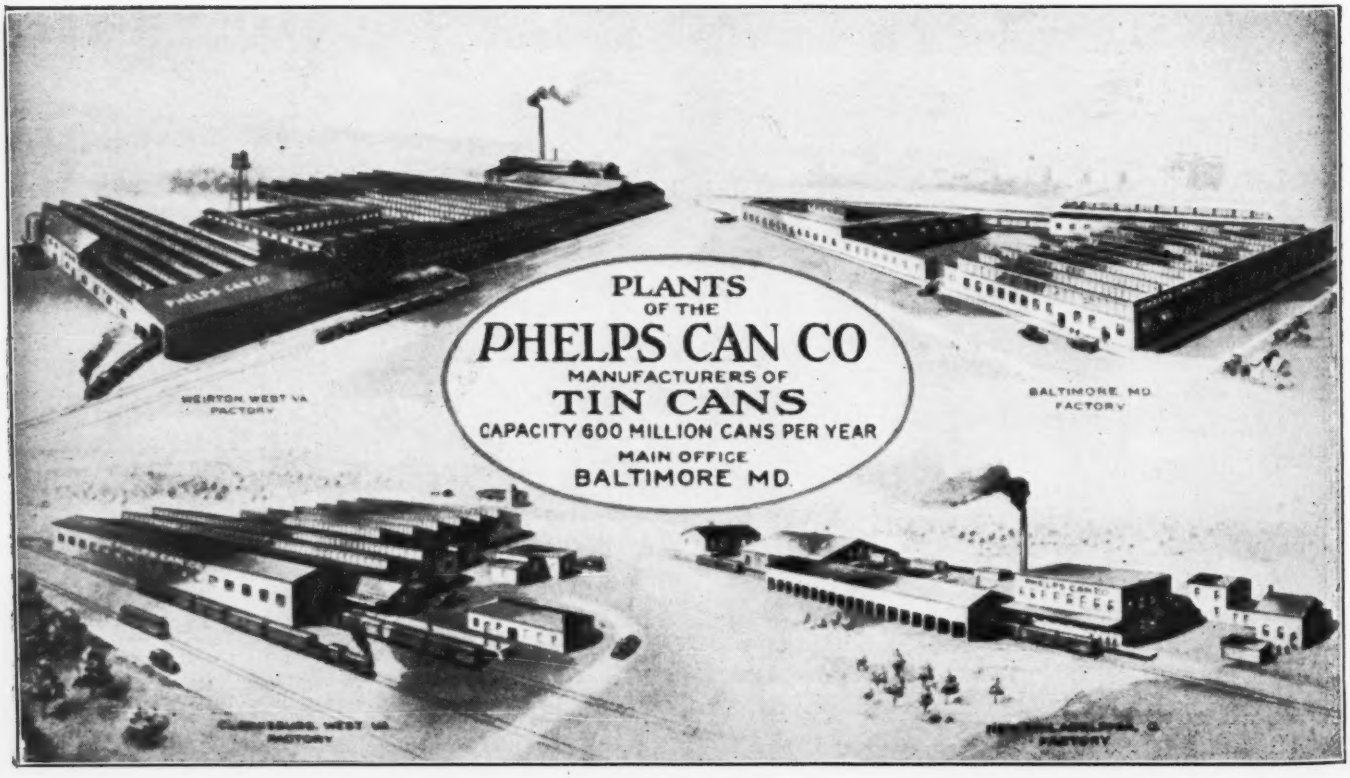
"U S" produces labels that meet ALL these requirements. "U S" is a nation-wide service, with sales offices in sixteen cities, and production plants convenient to you. It's good judgment to confer with "U S" on your label requiremeets.

• Write "U S" Today.

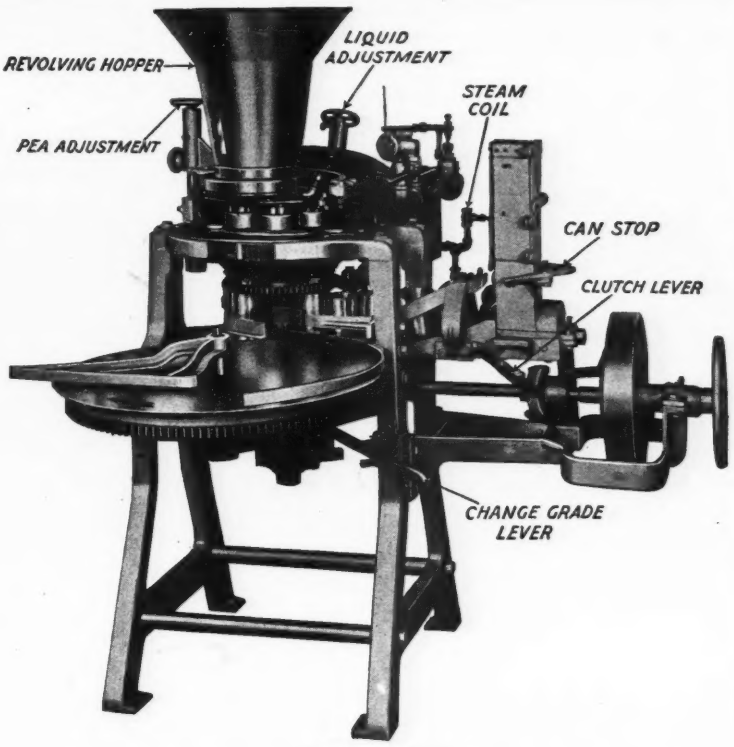
TRADE MARK SERVICE... Before adopting new brand names, make sure they are not already in use. Failure to do so may result in costly litigation. Get prompt information without charge about registered and unregistered brand names from the "U S" Trade Mark Bureau at Cincinnati.

THE UNITED STATES PRINTING & LITHOGRAPH CO.

55 BEECH STREET, CINCINNATI, OHIO 98 N. THIRD STREET, BROOKLYN, N. Y. 439 CROSS STREET, BALTIMORE, MD.



AYARS
Latest Model New Perfection PEA and BEAN FILLER



Only Filler on market with slowly revolving Hopper.

Hopper revolves slowly in opposite direction from the way filling pockets revolve insuring absolute uniform fill.

No-Can-No-Fill attachment that works perfectly.

Fills all grades, even small sticky peas without any variation in the fill.

Large Brine Tank-Insures hot brine at all times.

FOR FILLING
PEAS, BAKED BEANS, LIMA BEANS, RED KIDNEY BEANS, WHOLE GRAIN CORN, HOMINY DICED BEETS, DICED CARROTS Etc.

WHAT USERS SAY

BAXTER PURTELLE CANNERS LIMITED

GROWERS AND PACKERS — B.P.C. LTD. INDEPENDENT — CHOICE FRUITS AND VEGETABLES

BLOOMFIELD ONTARIO

Oct. 7, 1930.

Messrs. Ayars Machine Co.,
Salem, New Jersey.
Gentlemen:-

We purchased this year one of your New Perfection Pea and Bean Fillers which we operated this year to our entire satisfaction.

We operated our machine at from 100 to 130 cans per minute with excellent results both as to fill and absence of waste and in fact the writer saw one of your machines operating at 185 cans per minute and doing good work.

We cannot speak too highly of your machine.

Yours very truly,

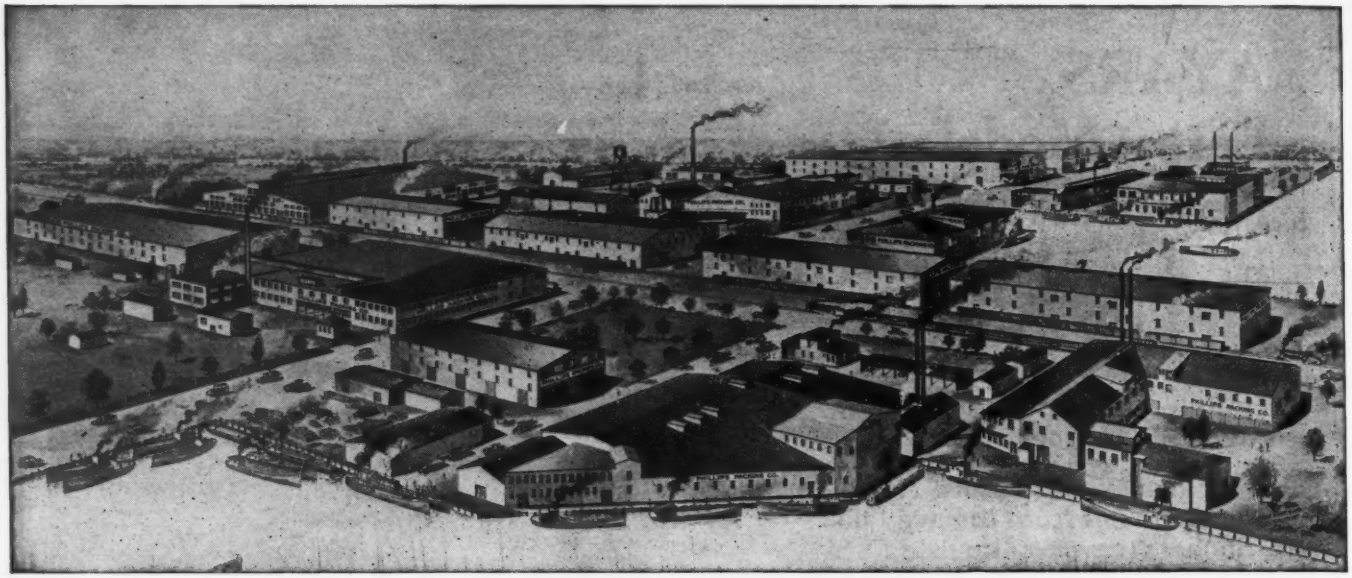
BAXTER-PURTELLE CANNERS LTD.

J.E. Baxter, Manager.

Manufacturers of

Tomato & String Bean Fillers
Tomato Trimmer, Corer and Scalder
Tomato Washer
Hot Water Exhauster
Rotary Syrupers
Corn and Milk Shaker
Liquid Plunger Fillers
Beet Topper
Beet Grader
Beet Slitter
Beet Slicer
Process Clock
Can Sterilizer
Can Cleaner
Angle Hanger
Friction Clutch

AYARS MACHINE COMPANY, Salem, New Jersey

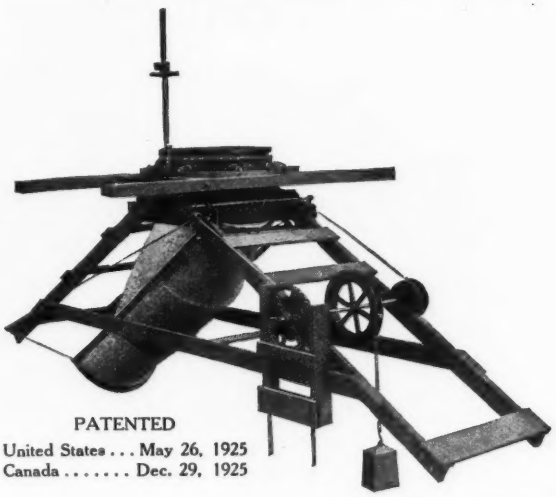


PHILLIPS CAN COMPANY
Manufacturers of Packers Sanitary Cans
Division of the
PHILLIPS PACKING COMPANY
Packers of HIGH CLASS FOOD PRODUCTS
CAMBRIDGE, MARYLAND, U. S. A.

PHILLIPS SALES CO. Inc.,
BROKERS and COMMISSION
Canned Foods and Canners' Supplies
Located in the heart of Maryland's great packing industry.
Brokers and representatives desired in all markets.
Packers' accounts solicited.
CAMBRIDGE, MD. U. S. A.

QUALITY SEED PEAS
Canners' Varieties Exclusively
Our unexcelled seed stocks and our vigilant supervision
of their reproduction insures a superior canned product
GALLATIN VALLEY SEED COMPANY
BOZEMAN, MONTANA

Hamachek Ensilage Distributor



PATENTED
United States . . . May 26, 1925
Canada . . . . . Dec. 29, 1925

The Hamachek Revolving Ensilage Distributor is a mechanical device for the stacking of pea vines, corn husks, or other ensilage in a silo or on a stack.

The discharge spout revolves in a circle two or three times an hour and the operator can easily change the incline of the spout to any desired position. In this way, the ensilage is discharged just where it is needed and one man can make a better stack or fill a silo better than can be done by several men without the aid of the distributor.

This machine takes care of about the hardest and most disagreeable work of a canning operation.

The saving in labor alone usually pays for the installation in two or three years.

Additional information will gladly be mailed upon request

FRANK HAMACHEK MACHINE CO.

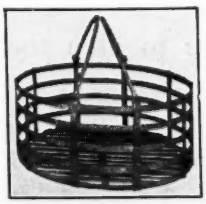
KEWAUNEE, WISCONSIN

Also Manufacturers of Viners, Viner Feedrs and Chain Adjusters.

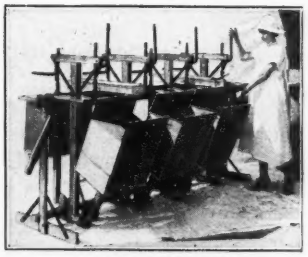
A. K. ROBINS & COMPANY, INC.

CANNING MACHINERY and SUPPLIES

We are manufacturers

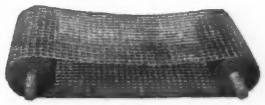


CRATES



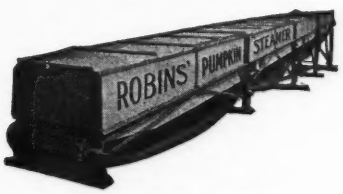
BOX SEALERS

INSPECTION TABLES



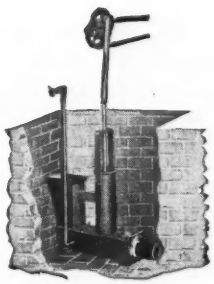
BELTS

RETORT



PUMPKIN MACHINE

NEW PERFECTION PEA FILLER



SKIN PUMP

Write for copy of our new catalog

A. K. ROBINS & CO., Inc., Baltimore, Md.

ROBERT A. SINDALL, *President* HARRY R. STANSBURY, *Vice-President*

Many tomato pulp packers are finding the Continental Five Gallon Tomato Pulp Cans to be the solution of their packing problems.

They know just how much cleanliness, sturdiness, fine workmanship and careful inspection contribute to the good quality packs and the smooth running of their factories.

They have learned from experience that they can depend on Continental Five Gallon Tomato Pulp Cans to give their packs the protection they need.

If you are not already using them, ask us to send you samples with prices and full information today.

CONTINENTAL CAN COMPANY INC.

NEW YORK: 100 East 42nd Street **CHICAGO: 111 West Washington Street**

SAN FRANCISCO: 155 Montgomery Street

CHICAGO	BALTIMORE	DETROIT	JACKSONVILLE	DALLAS
CINCINNATI	OAKLAND	JERSEY CITY	SAN FRANCISCO	E. ST. LOUIS
WHEELING	NEW ORLEANS	LOS ANGELES	SYRACUSE	DENVER
PASSAIC	ROANOKE	CLEARING	NASHVILLE	SEATTLE
SAN JOSE	BOSTON	CANONSBURG	HURLOCK, MD.	BEDFORD, VA.
		KANSAS CITY, MO.	HAVANA, CUBA	

"It's Better Packed in Tin"

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Foods Packers* of the United States and Canada. Now in its fifty-second year.
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MANAGER AND EDITOR

107 SOUTH FREDERICK STREET
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Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 53 BALTIMORE, JUNE 15, 1931 No. 44

EDITORIALS

CONFERENCE COMMITTEES TO MEET JULY 6th—The joint meeting of the N. C. A. Canners Conference Committee and the Distributors Conference Committee will be held at Milwaukee on July 6th, this being the week of the annual convention of the National Association of Retail Grocers and the mid-year meeting of the National Wholesale Grocers Association. It is expected that representatives of all of the distributors' organizations will be present at this meeting of the Joint Committee.

In order that the Canners Committee may be in position to present the wishes of the canning industry with respect to the revised guaranty, canners are urged to communicate to the National Canners Association, as promptly as possible, their views as to the points to be covered in and the form of the guaranty. As announced at the meeting of the N. C. A. Board of Directors, the legal counsel of the Association will prepare a guaranty for the Conference Committee's use, in which will be incorporated the views of the industry as expressed to the committee.

LATEST PROCESSES FOR PEAS—The processes suggested in N. C. A. Bulletin 26-L for peas in No. 2 cans were as follows: 40 minutes at 240 degrees, 30 minutes at 245 degrees, 20 minutes at 250 degrees. As a result of study during the last year, the revised edition of Bulletin 26-L, which is now in press, will suggest the following processes for peas in No. 2 cans: 35 minutes at 240 degrees, 25 minutes at 245 degrees, 18 minutes at 250 degrees.

It was expected that this revised edition would be published and distributed before the beginning of the pea pack, but that has been found impossible. It will be distributed in bulletin form in something like two weeks.

THE USUAL CANARD—About two weeks ago the daily papers of Baltimore city blazoned in great black headlines, "Twenty children stricken ill by eating canned peas mixed with fresh carrots" at a public school cooking class. And for the following few days much was made of it, with all possible details and particulars, and then the whole thing died down to the smallest possible paragraph in the smallest size type.

And naturally, because the inference that canned peas had caused the trouble, proved groundless. Strasburger & Siegel, chemists to the Baltimore Canned Foods Exchange, by direction of President Lamble, secured duplicate cans of the peas used, and careful examination of them showed the peas were thoroughly wholesome and in no way to blame. Investigators from the National Canners Association were likewise on the job.

There was one distinct improvement in the outbreak this time: they did not blame it on ptomaine poisoning. In fact, all statements were quite temperate and a credit to modern-day journalism.

THE FALLING TIDE OF FUTURE SALES—In days of yore futures opened in the closing months of the year, peas, for instance, in November, and practically every item was selling freely by the time of the annual Convention in January. We may, therefore, consider that the future market on canned foods, on this year's packing, has been open for better than six months. Most of you will reply that it has not been opened at all, and that is true, but we speak of usual or normal conditions. Most of you likewise will say that there are no futures selling, and this again is true, but it will prove interesting to have the actual figures from any given source put down for your observation.

We have accordingly taken the bulletin of the Tri-State Packers Association dated June 4th, 1931, showing total future sales to that date, and then in order to make the comparison have taken their similar bulletins

for about the same weeks in 1930, and again in 1929. And here is the way the figures shape up:

	1931 Cases	1930 Cases	1929 Cases
Tomatoes, 2's	5,275	98,570	92,495
Tomatoes, 3's	650	36,620	55,885
Tomatoes, 10's	18,280	46,150	79,530
Cream Corn, 2's	6,475	51,800	97,095
Shoepeg Corn, 2's	44,427	12,800	148,115

The reader will understand that these figures are taken from the market report of that Association made by members reporting, and the years are comparable because largely the same men have reported in each year. So here you have a cross-section of this year's buying as compared with the two previous years; one a medium year, the other a very good year. We hardly need add that 1931 may be put down as the very poor year.

FOR COPIES McNARY-MAPES AMENDMENT—There have come to us from canners, brokers and jobbers many requests for a copy of the McNary-Mapes Amendment and particulars regarding its enforcement. These requests have become so numerous that it is difficult to answer them.

If you want the official issuance of this whole matter, we suggest that you write to the Food and Drug Administration, United States Department of Agriculture, Washington, D. C., and ask them to send you a copy of S. R. A., F. D. No. 4, Rev. 1, issued May, 1931, and entitled "Amendment of July 8th, 1930, to Federal Food and Drugs Act and Requirements Thereunder." This gives you the official statement, size and design of the sub-standard legend requirement and likewise the standards adopted so far—for Peaches, Pears, Peas, Tomatoes, Apricots and Cherries. This constitutes this year's issuance of Standards.

TRADE-MARKS

Following are trade-mark applications for canned foods and fresh and dried fruits and vegetables pending in the U. S. Patent Office, which have been passed for publication and are in line for early registration, unless opposition is filed promptly.

For further information address Mason, Fenwick & Lawrence, Patent and Trade-Mark Lawyers, 600 F Street, N. W., Washington, D. C.

As an additional service to its readers, The Canning Trade offers an advanced search free of charge on any mark they may contemplate adopting or registering.

AVONDALE, The Kroger Grocery and Baking Company, Cincinnati, Ohio, canned fruits, fruit preserves, canned vegetables, canned mincemeat, canned chicken, canned seafood, relishes, canned soups, etc. Use claimed since 1885.

PICTURE OF GIANT holding pea pod and farm scene, Minnesota Valley Canning Company, Le Seueur, Minn., canned peas. Use claimed since July 20, 1926.

PICTURE OF GIANT and dish of peas, Minnesota Valley Canning Company, Le Seueur, Minn., canned peas. Use claimed since July 20, 1926.

PICTURE OF GIANT holding pea pod, Minnesota Valley Canning Company, Le Sueur, Minn., canned peas. Use claimed since July 20, 1926.

BACK TO NATURE PACK, Francis H. Leggett & Co., New York, N. Y., canned peas. Use claimed since September 1, 1929.

ALBAROSA and Rooster, Schroeder Brothers, Inc., doing business as Albarosa Packing Co., New York, N. Y., canned tomatoes. Use claimed since October, 1930.

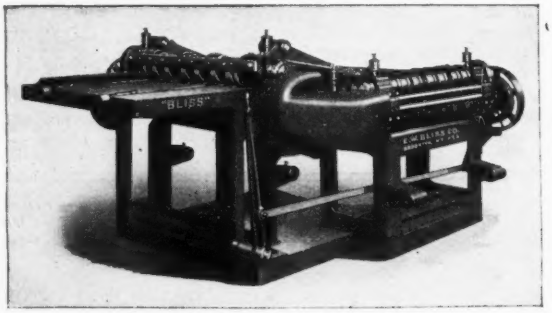
HIGH STAKES, Chappel Bros., Inc., Rockford, Ill., canned meat. Use claimed since January, 1923.

Nor-Mont, W. A. Bauer Co., Norristown, Pa., canned vegetables. Use claimed since October 27, 1930.

"BLISS" DUPLEX GANG SLITTER

CAN manufacturers who are familiar with precision work produced with Bliss Standard Gang Slitters will be interested in knowing that the E. W. Bliss Company, of Brooklyn, N. Y., have recently designed and are placing on the market a full line of Duplex Gang Slitters, one of which is shown in the accompanying illustration.

This machine combines the operations of trimming, splitting sheets into strips corresponding to periphery length and cutting strips up into body heights, thus turning out finished can-body blanks cut to exact size, true and accurate, at a high rate of speed. It is economical in its operation, requiring but one operator to feed the sheets.



The two gang slitters comprising this machine are mounted at right angles to each other on one base with a suitable transfer table between. Slitter cutters are adjustable for all regular sizes of sheets same as provided for in regular Gang Slitters.

The machine is compect in design and of sturdy construction and means are provided for proper lubrication. The automatic feed tables are equipped with suitable gauges for squaring up the sheets in order to produce can body blanks which are square and parallel.

Provision is made for easy grinding of the slitter cutters while in place on the machine. Standard slitter grinding attachments can be used.

All exposed moving parts are covered with guards to protect the operator, and machine can be arranged for direct motor drive.

Machine can be arranged with special gauges for handling lithographed stock. With this arrangement the first slitter is used as trimmer only, cutting to a line (the sheet cannot be split in two or three strips), and the second machine can be used to cut a line to body heights. If it is desirable to be done in a separate Gang Slitter, then this trimmed litho sheet can be put through the Duplex Slitter.

Machine shown will trim and split sheets up to 28-inch by 30-inch. Floor space over all, RtoL 72-inch by FtoB 97-inch. Height over all 43-inch. Height from floor to center of drive shaft, 27-inch. Diameter and face of drive pulley 16x3. Rev. of pulley for 60 sheets per min. 180 R. P. M. Horse power and R. P. M. 5 H. P. 750 to 1750 R. P. M. Feed level from floor to top of table 34 inches.

Bargains - Bargains - Bargains

WE have the following rebuilt, traded-in and repossessed equipment for sale at substantial savings. This is your chance to fill in your line with a real bargain machine backed up by a reliable manufacturer. All machines listed are offered subject to prior sale. All prices quoted are f. o. b. present location, same being Hoopeston, Illinois, for the great majority of items. Terms, Net. Send us your order today for the machines you need and get first chance at these bargains. Better wire.

PEA CANNERS EQUIPMENT

100 BOXES, Sanitary perforated metal type for Peas, etc., 1 pk. capacity, 9"x13½"x6", brand new, shopworn ..... Each $ .45

2 OLNEY SKIMMERS, used just ahead of Blancher to remove thistles, slightly used..Each 150.00

1 STRAIGHT FERRELL ELEVATOR for Viner to Cleaner, 5"x30', complete with side boards and Single Drive Pulley. Pratically new..... 75.00

1 FAN CLEANER, 18" size, practically new..... 75.00

1 10" ELEVATOR BOOT with enameled hopper, good condition 95.00

1 LEWIS QUALITY GRADER, experimentally used only 570.00

MISCELLANEOUS EQUIPMENT

1 SPRAGUE-SELLS SPINACH BLANCHER, capacity 6 tons per hour, very slightly used, excellent condition 1475.00

1 LEWIS STRING BEAN CUTTER for ⅞" cut, used one season..... 200.00

1 No. 2 TOWNSEND STRING BEAN CUTTER, used three days, good as new..... 200.00

1 GENEVA PUMPKIN CUTTER, rebuilt..... 225.00

2 1926 PUMPKIN CUTTERS, brand new, shopworn ..... Each 295.00

1 HAYWARD CAN DRAINER for No. 2 cans, excellent condition 350.00

1 A-B No. 10 CAN DRAINER, excellent condition 275.00

1 A-B HOT WATER EXHAUSTER, holds 318 No. 3 cans, 354 No. 2½ cans or 450 No. 2 cans, excellent condition 1075.00

1 SPRAGUE-SELLS HAYWARD TYPE STEAM EXHAUSTER, holds 240 8 oz. or 196 No. 2 cans..... 575.00

1 SCHMIDT LIQUID FILLER for No. 1 cans, rebuilt, good as new..... 750.00

1 M. & S. SIX CYLINDER FILLER for small cans up to 2⅛" diameter x 3½" high or smaller. Does not have No-Can-No-Fill device; fine condition 575.00

1 PEERLESS STEAM HOIST, good as new; 16 ft. arm, 10'6" mast. Length of arm can be shortened if necessary..... 195.00

2 80-GAL. FRENCH TYPE COPPER STEAM JACKETED KETTLES with steel stand, worm and gear tilting device, 47" diameter x 16" deep, practically new..... Each 225.00

1 HUGHLETT CAN LACQUERING MACHINE, slightly used..... 345.00

1 A-B ECONOMY SYRUPER for No. 2 cans only, good condition..... 595.00

1 AYARS BEET TOPPER, used only one season, splendid condition..... 445.00

TOMATO CANNERS EQUIPMENT

1 SOUDER COOKER for No. 2, 2½ and 3 cans, 325 can capacity, excellent condition, used only few days 1150.00

4 RAPID CORING MACHINES, motor driven, practically new ..... Each 25.00

1 No. 10 A-B COOLER, 100 can capacity, good condition 380.00

1 1½" VIKING SANITARY BRONZE PUMP, good as new..... 75.00

1 CYPRESS TANK, 6'x6', capacity 1260 gal., practically new 75.00

CORN CANNERS MACHINERY

2 No. 7 SILKERS, rebuilt, excellent condition. Each $345.00

6 PEERLESS WHOLE GRAIN CUTTERS, 1929 Models. Rebuilt ..... Each 445.00

1 LEWIS WHOLE GRAIN CORN WASHER, complete with cob reel, used experimentally only 720.00

1 MODEL 5 CUTTER, right hand, rebuilt, excellent condition 245.00

1 MODEL 5 CUTTER, left hand, rebuilt, excellent condition 245.00

1 14-FT. CUT CORN ELEVATOR, fair condition, used 75.00

1 24-FT. CUT CORN ELEVATOR, practically new. Will cut to any length desired..... 160.00

1 M. & S. SIX CYLINDER FILLER for No. 2, 2½ or 3 cans. Rebuilt, in fine condition..... 650.00

1 1928 PEERLESS SINGLE HUSKER, slightly used 275.00

2 1925 PEERLESS SINGLE HUSKERS, new rolls, excellent condition..... Each 225.00

3 PEERLESS SUPER HUSKERS, latest models, good as new..... Each 725.00

1 STERLING MIXER, rebuilt, good as new..... 700.00

1 PEERLESS CORN WASHER, practically new, without countershaft 350.00

ADDRESS

Sprague-Sells Corporation

DIVISION OF

Food Machinery Corp.

308 West Washington Street,

CHICAGO, Ill.

Crop Reports

PEAS

Kenton, Del., June 9, 1931—Small acreage grown. Started cutting last Wednesday. Good prospect for a crop.

Syracuse, N. Y., June 6, 1931—Showing up well.

Chillicothe, Ohio, June 6, 1931—Will start canning next Wednesday.

Beaver Dam, Wis., June 6, 1931—Our soil is dry down to a depth of ten or eleven inches, below which it is as dry as gunpowder, and with a few days warm sun and wind this top soil dries out very rapidly, and with no moisture in the subsoil to work up, the outcome of our crop will depend entirely upon our having very frequent and ample rains.

Merrill, Wis., June 5, 1931—Weather through May cold and frosty. Ground very dry, so it has taken seed a long time to come up, with the result that we are not through seeding peas yet. That which is up looks very good, but all will be late. Had the first rain since April 23rd. Hard to tell yet what the results will be, but prospects are that we will have very short vines.

Osseo, Wis., June 5, 1931—Our first planting, April 20th, beginning to blossom. Crop very short; must have rain to insure full bloom. Would judge at present not over 60 per cent of normal on earliest seedings. Subsoil extremely dry; rain does not seem of much benefit. Should weather continue as of last two weeks, our late plantings will suffer worse than the earlier ones. Our spring has been extremely dry. Have had only light showers all spring. Temperature varying from unusually cold to freezing and then to days of extreme heat. It has been windy, thus absorbing moisture that we have had. We must have rain to mature any crop at all.

Pickett, Wis., June 3, 1931—We do not believe we will have a 100 per cent crop this year, for the reason that the earlies are going to be short vined and also because we have not had sufficient rainfall this season. As to the sweets, some fields are thin on account of poor germinating seed; however, do not think the later germinating seed will amount to much. At the present time we think our crop will average from 85 per cent to 90 per cent, according to the growing conditions for the balance of the season.

Templeton, Wis., June 3, 1931—Have been making satisactory growth and the crop has almost a perfect stand. Southeastern part and northern part of State seriously in need of drenching rain. Lack of subsoil moisture may cut the crop quite short when hot summer weather prevails. Hail damage on 1,000 acres in central part of state cuts at least 500 acres out of production. With favorable indications for quality pack, which pack now promises, production will be decreased by a liberal percentage over last year. Weather of next six weeks determining factor in making or breaking crop.

Waunakee, Wis., June 4, 1931—Our acreage is reduced 25 per cent this season. The crop is all up and shows a good stand in both Alaskas and sweets. Due to lack of moisture, the vines are short and the probable yield will be below normal. Our Alaskas are just coming into blossom, and this indicates that we will begin packing about the 25th of this month.

TOMATOES

Fayetteville, Ark., June 3, 1931—We have never seen prospects so bad at this time of the year. According to the census just completed, we find that the contracted acreage of the Ozarks is about thirty-three and a third per cent less than it was in 1920. The first of June finds very few tomatoes set in the field on account of the cold, wet weather, which has caused a plant shortage throughout the entire district, and it will be the middle of June before the growers are through planting. Some of the growers are planting their acreage in corn, because of the fact that they do not have plants and are not able to buy them. We believe there will be a larger per cent of contracted acreage fail to go out this year than ever before. At the present time it does not look like there will be any new packed tomatoes ready for shipment before the latter part of August or the first of September, which is about 30 days later than we usually start shipping. The spot situation is clearing up in the entire Ozark section in fine shape. By the time the new pack starts there will not be a single car left in the hands of the canners.

Fayetteville, Ark., June , 1931—Our acreage is late; about 25 per cent less than last year.

Kenton, Del., June 9, 1931—Plants going out late; fairly well set. Acreage cut one-third.

Seaford, Del., June 6, 1931—Very few contracts. It looks as if acreage will be reduced 40 per cent.

Carlyle, Ill., June 6, 1931—We have decreased our acreage over 50 per cent. Crop is already two weeks late, due to backward cold spring. Other canneries near here have also made heavy decreases in their acreages. We are still planting. Crop condition 70 per cent.

Trafalgar, Ind., June 5, 1931—At the present time Indiana has practically finished setting, and with the exception of severe damage by cutworms they are doing very well. Most sections of Indiana had a beautiful rain last night. We have gone without rain for so long that nowadays about the only way to describe a rain is that it is "beautiful."

Dearing, Kan., June 1, 1931.—Acreage 85 per cent.

White Plains, Ky., June 8, 1931—We have cut our acreage 40 per cent of last year; most of the acreage has been set. It has been quite dry here. Plants are scarce, so we will be through this week. Will have about 75 per cent of normal yield.

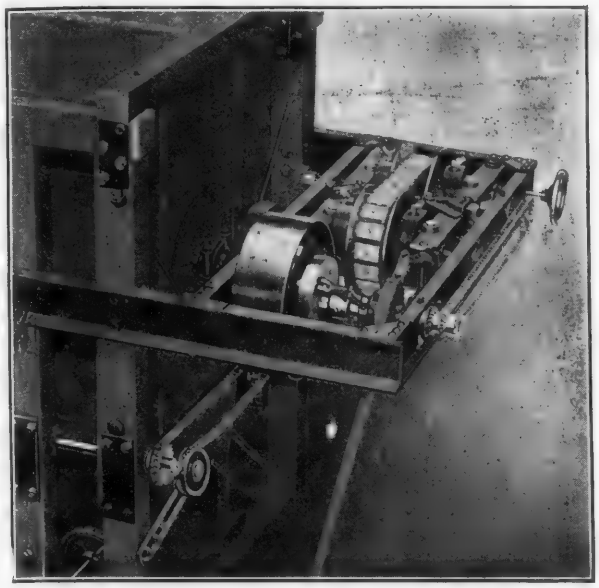
Bridgeton, N. J., June 6, 1931—Most farmers in this locality will begin setting out plants next week. Acreage will not be over 75 per cent as compared to last year.

CORN

Ames, Iowa, June 4, 1931—We started planting on the 11th of May and will finish about the 6th or 7th of June. That which has been planted is coming along nicely and with a normal amount of rainfall we should have at least a 95 per cent yield. We have cut the acreage 25 per cent over last year.

Waterloo, Iowa, June 8, 1931—Just up with good stand. Condition normal.

Blair, Neb., June 3, 1931—Will finish planting about June 15th. Last year we cut our acreage 50 per cent; this year we are planting the same acreage as last year. Some replanting of early corn, but most fields



1928 MODEL VINER

MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

Patented March 15, 1928
(REEVES Transmission)

CHISHOLM-RYDER COMPANY, Incorporated

NIAGARA FALLS, N. Y.

MANUFACTURERS OF

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We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
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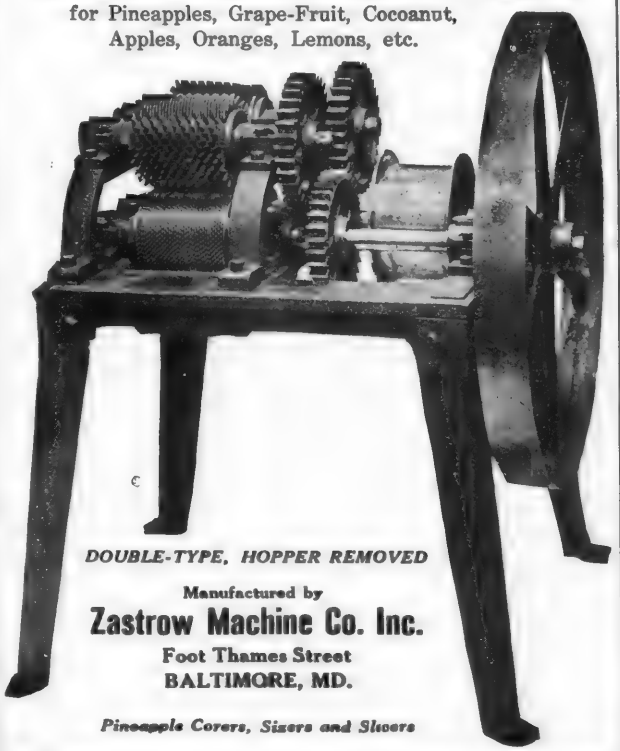
MANUFACTURERS OF
LITHOGRAPHED LABELS
BEDFORD VIRGINIA

ZASTROW-MITCHELL PINEAPPLE GRATER

for Pineapples, Grape-Fruit, Cocoanut, Apples, Oranges, Lemons, etc.



DOUBLE-TYPE, HOPPER REMOVED

Manufactured by
Zastrow Machine Co. Inc.
Foot Thames Street
BALTIMORE, MD.

Pineapple Corers, Sizers and Slicers

show fine stands. Have had plenty of surface moisture, but we have no subsoil moisture, and we must have frequent showers all summer to carry us through the dry months of July and August.

Chillicothe, Ohio, June 6, 1931—A wee bit late. Ground is a little heavy and some replanting will be necessary.

St. Albans, Vt., June 8, 1931—242 acres in 1930; 187 in 1931. All corn has been planted and practically all is showing above the ground. The stand at present seems to be very good. We are having extremely wet weather at present, and if continued will cause cutworms to work. It will also impair the vitality of the plant. We have noticed that on low land the corn is commencing to look yellow, which of course is occasioned by too much moisture. We shouuld imagine that the rains for the last two or three weeks will impair the growing quality of the planted seed.

Waterbury, Vt., June 8, 1931—We are planting about 300 acres, as against 400 acres in 1930, of Golden Bantam. Just coming through the ground, so can only say that germination seems to be good.

Waunakee, Wis., June 4, 1931—We have reduced our acreage 30 per cent over last season. All corn is above ground and looks like a normal stand.

BEANS

Fayetteville, Ark., June 3, 1931—According to census just completed acreage in the Ozarks is less than 50 per cent to what it was in 1930. Most of the beans were planted the latter part of April or the first of May, and on account of the cold, wet weather the growers have not been able to get a stand, and the vines that are growing are small and yellow, and do not look like it is possible to make a heavy yield. Usually the Ozarks begin packing about July 1st, but do not believe there will be any packed ready for shipment before the middle of July this year. By the time the new pack starts there will not be a single car left in the hands of the canners, as the spot situation is clearing up in the Ozark section in fine shape.

Hurlock, Md., June 6, 1931—Stringless Green: Look very good. Prospects are good for a large crop.

Bridgeton, N. J., June 6, 1931—Limas: Started planting May 25th. Good stand and ideal weather. Acreage reduced 20 per cent.

St. Albans, Vt., June 8, 1931—String Beans: Acreage for 1930 was 106 acres; 90 acres for 1931. Plantings at the present time look very good. Moisture has not affected them so badly as corn. We have a very good stand planted, but the plants are so small that it is very hard to give any idea as to what they will do in the course of two weeks.

Waterbury, Vt., June 8, 1931—Golden Wax: We are planting about 40 acres, as against about 50 in 1930.

Golden Refugee: This is new with us. Have planted about 35 acres.

Bayfield, Wis., June 8, 1931—Green and Wax: Our acreage is 30 per cent less than last year. Crop has been planted but not far enough advanced to indicate yield. Growing conditions have been ideal.

SPINACH

Chillicothe, Ohio, June 6, 1931—There never was such a crop of such high quality in Ohio.

BEETS

Templeton, Wis., June 3, 1931—Acreage is cut between 40 per cent and 50 per cent. Crop prospects normal at this time. Weather in August and September determining factor in large or small crop.

CARROTS

Templeton, Wis., June 3, 1931—We have cut our acreage about 45 per cent. Prospects are normal just now.

FRUIT

Hamilton, Mont., June 6, 1931—R. S. P. Cherries: As near as we can tell at this time, it looks like about half of a crop, possibly 60 per cent. Large acreage of young trees not yet bearing. The season is very dry and all crops are in need of rain.

HOW LONG, O LORD! HOW LONG

HERE is a quotation from a bulletin of the Indiana Canners Association, Inc., under date of June 5, 1931:

Bulletin No. 149.

"As an example of the misinformation which is being put out, either deliberately or otherwise, we received a letter which one of our friends in the canning business got from his broker in a certain point, stating definitely that he placed an order with us for Extra Standard well-sweetened Narrow Grain Evergreen Corn from new pack at 80c factory. This statement was and is absolutely false. We had had no correspondence regarding price with our broker in that market, whatever, except to furnish him our printed list, on which Standard Narrow Grain Evergreen, new pack, is 85c.

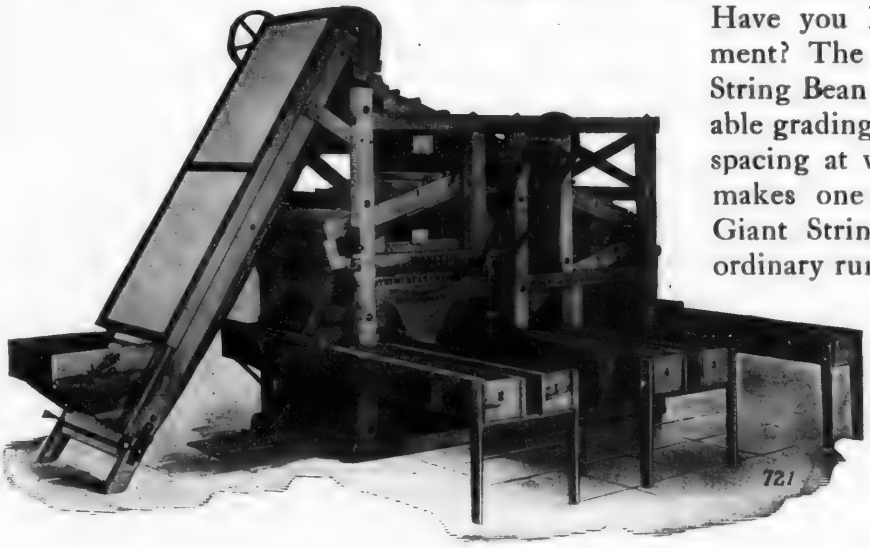
"There is a great deal of this going on, and we feel that if the canners would spike some of these wild stories it would be of benefit to all concerned. Also, that before taking any of them at their face value they should communicate with the other canners in order to get at the real facts. So far as we are concerned, we will be glad at any time to exchange information with other corn packers."

We have had a great many complaints about misinformation. The above is an exact copy of a letter from a prominent corn canner, and certainly carries with it an object lesson for all of us. We have been beaten down and bullied around until it is time we were giving closer inspection to the reports given us. Certainly every canner has the right to make whatever prices he may see fit, but it is not right for him to permit himself to be tricked into naming lower prices through misinformation. If you hear a wild story, call the bluff and get the facts before trying to meet competition that may be mythical.

In comenting favorably on our recent bulletin No. 147, one of our canners offers the following, which we believe is well worth our consideration:

"I oft times wonder how many canners take the time to carefully read and thoroughly digest the many good things that appear in our trade journals. I don't mean to say that all that is published should be so carefully read, but I rather mean to say that one can pick out of almost any issue an article or two, as well as small paragraphs, that pertain to the problems of the particular period of the year through which we are passing. It seems to me that a few minutes spent in carefully reading the articles that are now appearing in our trade journals and which show the absolute necessity for restricted acreage would do much in converting the non-cooperating canner."

Now With Adjustable Grading Beds



Have you heard about this improvement? The 1931 models of MONITOR String Bean Graders will have adjustable grading rolls. You can change the spacing at will to suit your beans. It makes one machine usable for either Giant String Beans or for the regular ordinary run.

And how the MONITOR does grade. It puts the Beans where they belong, so accurately as to make MONITOR grades eagerly sought by buyers.

Canadian Plant
HUNTLEY MFG. CO., Ltd.
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HUNTLEY MFG. CO.
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Built and guaranteed by Fay & Scott

"Quality Has No Substitute"

THE UNITED COMPANY

CONTINENTAL TRUST BUILDING

BALTIMORE ∴ MARYLAND

"HEINZ" HAND MADE

Cheaper Tomato Baskets

Three Baskets - Three Prices

We are now making the three following types of ⅝ Baskets.

1. Our famous "Heinz" hand made, heavy hoop basket with 6 cross braces.
2. Machine made, heavy top hoop, galvanized metal, non-rust hoop at bottom.
3. Machine made basket with flat wood veneer hoops.

We are the largest basket manufacturers in the U. S. and our quality is nationally known.

Write for samples, literature and prices.

Planters Manufacturing Co, Inc,
Portsmouth, Virginia.

MACHINE MADE

Meeting N. C. A. Board of Directors

HEADQUARTERS, WASHINGTON, D. C.
May 28th, 1931

(Continued from last week)

Meeting of Officers of State Canners Association, Washington, May 29th.

A MEETING of the presidents and secretaries of state canners' associations was held at the office of the National Canners Association on Friday, May 29, following the meeting of the Association's Board of Directors on Thursday. Officers of the National Association and representatives of the Bureau of Foreign and Domestic Commerce and the Bureau of Agricultural Economics joined in the meeting, which was primarily for the purpose of discussing subjects of mutual interest to the state organizations, the government officials and the National Canners Association. The four subjects to which chief attention was given were the plans for the quarterly survey of stocks of canned foods in the hands of canners and distributors; the crop reporting service of the Bureau of Agricultural Economics; the inspection and grading service for canned products to be conducted by the Bureau of Agricultural Economics, and the proposed revision of the food guaranty.

Mr. R. S. Hollingshead, of the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce, outlined the plans prepared for the quarterly stock surveys, and the discussion that followed related chiefly to the products to be included; the method of obtaining co-operation of individual firms in making reports and the possibility of utilizng the services of state associations in collecting figures; the date on which the surveys are to be made, and the possibility of providing for reports showing stocks in different sizes of containers.

It was the consensus of opinion that the survey should be extended as soon as practicable to cover additional products, among which were mentioned apples, berries and pears. It was explained that the only limitation on the number of products is the degree to which distributors, as well as canners, will agree to furnish the data.

There was considerable discussion of the possibility of state associations collecting the figures on stocks and furnishing these figures to the Foodstuffs Division for incorporation in the latter's report. Mr. Hollingshead explained that the value of the figures it is proposed to collect rests largely in the fact that the reports are to be collected from identical forms, so that if state association figures are used it will be necessary for the state associations to furnish the figures of individual firms instead of the totals. Officers of the state associations expressed their desire to co-operate with the Foodstuffs Division in any way that may prove practicable and helpful in making the surveys a success. It was emphasized by several of those present that the proposed additional survey need not in any way interfere with the systems now followed by various state associations in collecting more detailed figures on the stocks of individual products in their respective territories. Especial emphasis was laid on the value of the assistance that can be given by state organizations in getting firms to report regularly and promptly.

Mr. Paul Koenig, of the Division of Crop and Livestock Estimates, described the organization of the crop reporting system and pointed out ways in which the state associations can co-operate in making the Government reports more complete and more accurate. With reference to the suggestion that the Division of Crop and Livestock Estimate accept and incorporate in its report data on acreage and other subjects compiled by state associations, Mr. Koenig pointed out that the Government reports, if they are to be of continuing value, must be based on information coming regularly from the various sources. Changes in policies of State associations with respect to the collection of crop data might easily break this continuity and lessen the value of the reports. For this reason, he emphasized the fact that the Government would have to base its reports on data from individual canners and growers and from its own field agents, supplemented by such additional information as may be available from other sources, including State associations. He told the State association officials that they can be very helpful in getting canners and growers to report and in furnishing information that will serve as a check against data obtained direct by the Government. Mr. Koenig earnestly urged the State association officials to let the Government officials have not only their help, but their criticism, so that the entire service can be made the best possible. He also urged that the State officials cooperate with the field men of the Crop Reporting Service.

Mr. Wells Sherman, of the Bureau of Agricultural Economics, explained the purpose and scope of the new inspection and grading service for canned products, and answered a number of questions. He stated that the service would be made available after the first of July; that the service will be furnished only upon request and at reasonable fees designed to cover its actual cost. He also stated that if the service is to be continued or expanded, it will be necessary for the industry to show its need and appreciation of the service by utilizing it during the coming year.

Mr. Sherman emphasized that this new service does not affect any National or State regulatory bodies, and in reply to a question as to whether a certificate issued under this grading system will protect products against seizure under the regulations of the Food and Drug Administration, he replied that no certificate will protect a canner against prosecution under the regulatory laws if he violates those laws. With specific reference to the standards under the McNary-Mapes amendment he stated that the Bureau was considering making requirements for a standard grade under its system of grading somewhat higher than the minimum standard established under the McNary-Mapes law.

55 YEARS IN BUSINESS IS A LONG TIME

The history of Rogers Bros.' span of business years reads like a chapter from history itself. Fifty-five years—a long, long time.

Since the day the first yield was realized, since the day the first bag of Rogers Bros. seed found a buyer, Rogers Bros. have been striving to make good seeds better, and today they are supported by an enviable reputation for breeding and growing the finest of good beans, peas and sweet corn.

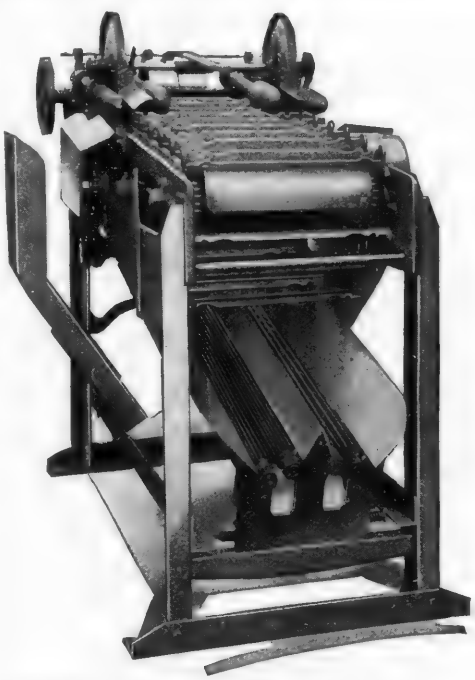
The same policies which have guided the destinies of Rogers Bros. for more than half a century are at work today, and the great program of making good seeds better moves forward. ***"Blood Tells"—***

Rogers Bros. Seed Company

BREEDERS and GROWERS

CHICAGO :-: ILLINOIS

ALASKA *"Rogers-Bred"*



The MORRAL CORN HUSKING MACHINE

EITHER SINGLE OR DOUBLE

The Fastest and Best Husker in Use

Guaranteed to do good work when operated at a speed of 180 ears per minute.

THE MILFORD CANNING COMPANY
Milford, Illinois

MORRAL BROTHERS
Morral, Ohio

January 27th, 1931.

Gentlemen:

The twelve Morral Double Huskers which we installed last season gave us very satisfactory results. In fact, we were so impressed with their good work that we are ordering thirteen additional of your latest model double husker to be installed for the 1931 season.

This we think, in itself, is sufficient evidence of our confidence in the Morral Double Husker.

Yours very truly,
THE MILFORD CANNING CO.
Per C. H. Chittam

CHC:MH

It will pay you to write at once for catalogue - B - giving full description of the machines we manufacture, also get our prices and list of users before you place your order.

Manufacturers
Corn Husking Machines
Corn Cutting Machines
For Maine Style Corn
Whole Grain Corn Cutters
Labeling Machines
And other Machinery

Morral Brothers

Morral, Ohio

BROWN BOGGS FOUNDRY & MACHINE CO., Ltd.
Hamilton, Ont., Canada
Sole Agents for Canada

Strong emphasis was laid by Mr. Sherman on the need of coding and of having the code mark indicate uniformity in quality of the goods on which it appears, as well as the time at which they were packed. He stated that the Bureau cannot issue a certificate that will be satisfactory if the block of products inspected lacks uniformity of quality.

Secretary Gorrell, of the National Canners Association, presented the matter of the revised food guaranty now being circulated by wholesalers, and explained the need of early action in enabling the Canners' Conference Committee to get the views of the industry on the proposed guaranty. By direction of the Associaton, Secretary Gorrell communicated to all members of the Association, to state canners' associations and to distributors' organizations the recommendations adopted at the Board meeting on Thursday. These recommendations asked that the State associations be requested to make suggestions concerning the wording of a revised guaranty. When these suggestions have been received they wll be turned over to the legal counsel of the National Canners Association for the purpose of forming a guaranty expressing the industry's wishes. This guaranty will then be submitted to the Canners' Conference Committee, which is to meet not later than July 10 with the Distributors' Committee, so that an agreement may be reached as to the guaranty which is acceptable to both canners and distributors.

Secretary Gorrell strongly urged the State association officials to expedite the forwarding of suggestions in order that the revised guaranty may be adoptel at the earliest possible date.

Those in attendance at the meeting of officials of State canners' associations, and Government officials, were:

Association of New York State Canners: B. C. Olney, President; John P. Street, Secretary.

Association of Pacific Fisheries: Dr. E. D. Clark, Secretary.

Florida Grapefruit Canners Association: Claude E. Street, President; Paul Stanton, Secretary.

Illinois Canners Association: Joseph M. Carrington, President.

Indiana Canners Association: Kenneth N. Rider, Secretary.

Iowa-Nebraska Canners Association: George R. Kelley, Secretary.

Maine Canners Association: Fred E. Jewett, President.

Massachusetts Canners Association: Francis H. Harding, Secretary.

Michigan Canners Association. Hoard C. Morgan, President.

Minnesota Canners Association: H. W. Hartle, President; George Borg, Secretary.

Northwest Canners Association: E. M. Burns, Secretary.

Ohio Canners Association: Roy Irons, Secretary.

Ozark Canners Association: Erle M. Rush, President.

Pensylvania Canners Association: Chas. G. Summers, Jr., President.

Southern California Canners Association: C. J. Walden, President; C. A. Winkler, Secretary.

Tennessee Canners Association: A. J. English, President.

Tri-State Packers Association: F. M. Shook, Field Secretary.

Utah Canners Association: Joseph F. Barker, President; Frank A. Jugler, Secretary.

Virginia Canners Association: B. R. Ikenberry, President; F. W. Brugh, Secretary.

Wisconsin Canners Association: J. B. Weix, President; Harvey R. Burr, Executive Secretary.

Western Canners Association: A. M. Wadsworth, Secretary.

In accordance with instructions of the Board of Directors of the National Canners Association at their meeting in Washington on May 28, the following copy of recommendations made by the Canners Conference Committee and approved by the Board of Directors:

The Conference Committee of the National Canners Association recommends to the Board of Directors that all members of the Association be advised that the revised form of food guaranty which is now being circulated in certain markets, is not considered satisfactory by the committee and that further consideration be given to the wording of the same.

The committee further recommends that the Secretary of the National Canners Association notify all members of the Association and distributors' organizations concerned of the action taken by the National Canners Association.

Your committee further recommends that all State associations be advised of the action taken by the Board of Directors and that the State associations be requested to make suggestions concerning the wording of a revised guaranty.

The committee also recommends that, after further consideration of this guaranty by the Conference Committee, this committee be given full authority to finally approve a form of guaranty to be agreed upon at a joint conference with distributors, which is to be held not later than July 10, 1931.

UNIFORM PAPER BOARD SHIPPING CASES

Simplified Practice Recommendation on Paperboard Shipping Cases for Fruits and Vegetable Cans Approved by General Conference of Industry.

A GENERAL conference of representatives of manufacturers, distributors and users of paperboard shipping cases, held under the auspices of the division of simplified practice of the Bureau of Standards, Department of Commerce, in Washington, D. C., on May 29, 1931, approved a simplified practice recommendation covering the dimensions and unit of pack for paper board shipping cases used in packing canned fruits and vegetables.

The recommendation establishes a list of 41 different sizes of paperboard shipping cases used in packing the 27 simplified sizes of cans as approved by a general conference on January 30, 1931, and which is now before the industry for acceptance. It was further recommended that the maximum number of cans packed per case for the 27 simplified cans be not more than 48.

The appointment of a representative standing committee to periodically review the simplified practice recommendation was also authorized by the conference.

Subject to written approval by the industry, the recommendation is to be effective January 1, 1932.

MICHIGAN LITHOGRAPHING CO.

MANUFACTURERS OF

BETTER LABELS

MAIN OFFICE AND FACTORY
GRAND RAPIDS, MICHIGAN

BRANCH OFFICES
NEW YORK
EDINBURG, IND.
CHICAGO
FINDLAY, OHIO

COLONIAL BOY COPYRIGHTED

Seeds! Seeds! Seeds!

If you need seeds of any variety, of any quantity or for any date of shipment don't forget us. Write us when you write others for quotations. Tell us what you want and let us quote you.

There are no better seeds than ours which are Pedigree Seeds and Seeds which Succeed.

Business founded 147 years ago.

D. Landreth Seed Company

BRISTOL, PA.

SPEED UP FIELD WORK
WITH

SWING'S 5/8 HAMPERS

Economical manufacturing is best effected by using machinery and supplies that will do the job for which they are designed Best and Cheapest. Swing's 5/8 Bushel Tomato Hampers will start your Tomato Canning Operations right because each hamper is Machine Stitched and is Inspected so that Every One we deliver to our customers will do its job Best and Cheapest. Your inquiry will bring us to see you with samples.

Swing Brothers Inc., Ridgely, Md.

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

A CORN canner in Ohio writes:

"Usually I sell at least 25 per cent of my pack from approximately 750 acres for future delivery. So far I have not sold a case. Is anyone selling any futures to speak of this year?"

No, they are not. Decidedly not.

The exceptional canner has sold about 10 per cent as much for future delivery as he has usually sold by this time. Very few are in hopes to have their futures by August 1st to about 50 or 60 per cent of what they were last season at that time.

More canners than ever, however, haven't sold a case for future shipment when packed, and it looks as if they would not make any sales until the pack commences.

As a matter of fact, the buyer at present has little, if any, incentive to buy futures in any commodity.

Apparently, as fast as surveys are made determining that stocks are moving well from canners' warehouses, prices go off another nickel in the attempt of some canner to further unload his holdings and to get ready for the new pack.

If any lesson can be learned and profited by on account of adversity, canners should remember, after this year is over, that those who sold any futures this year were those canners who are enjoying label demand, or else are represented by aggressive brokers who have gone out and fought tooth and nail for the order.

It's really too bad that more canners have not listened in the past to the "preachments" of thinking men in the canning industry that every canner should, as far as possible, sell his own pack.

I can see, however, why more of this has not been done in the past. The answer is plain, the average canner is not even a business man, let alone a salesman!

Here and there we find canners who are brokers and selling their own pack and that of others as well.

In each instance where you find such a situation you soon learn that the canner or broker in every case who is carrying water on both shoulders in this fashion is either a good broker and a poor canner or a poor broker and a good canner.

The trouble with a canner selling the pack from even his 500 acres is that he has too little time in which to do it.

Usually he attends the National Convention for a day or two at least. Here he sees his few brokers, possibly he also meets one or two of his buyers.

If the canner is unusually energetic he starts right after the Convention to visit all of his brokers, appoint new ones where needed, and he also calls on all of his trade he can see conveniently.

February or even March has passed before all this has been done. Then the canner's attention is centered on his spot stocks, moving them, if any, getting ready for the new season, and so on.

Lately he has been busy almost day and night getting out his crop. Holders of comparatively large blocks of spot stocks, poorly financed, land poor too, as a rule, are more concerned in May and June over getting out the new crop than they are over their spots.

I can't conceive of a manufacturer of axe helves with a warehouse full of helves that were not moving concerning himself over buying more material for more axe helves.

I can't believe that a hat manufacturer who knew business was below normal and who had thousands and thousands of hats already made up scurrying around for more raw materials in order to make more hats, instead of attempting to sell a part at least of what he already had on hand.

Still, there are canners today who have goods two years old in their warehouses; they have not made a sale in 60 days; they are not too well financed, and yet they are most concerned right now about whether or not they can plant that last 120 acres to corn. The sole basis of encouragement they have is the thought, "Well, in sixty days something has got to happen."

The most far-sighted one among this type of canner fails to consider that the happenings of sixty days may just as well bear him ill fortune as good luck.

The average canner certainly is anything but a business man.

But you say, I have already pointed out that he has called on his trade and his brokers, made all the contacts he can at this time, and that his next job is getting his crop in the ground and then into the can in just as good shape as he can.

I disagree with this statement!

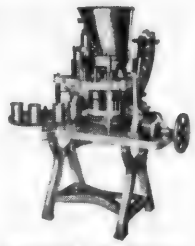
In the first place, his first job after calling on his trade and his brokers was to come home and cut his acreage until it hurt. His next job was to sell his spot stocks if they could be sold. Then he would stay on the trade, work with his brokers and attempt in every way possible to build further and closer friendships with both his brokers and his customers against the new pack, probable chaos and ruinous prices.

Go through the country today wherever crops are planted for canning. Look at the foliage, grass and every growing thing.

You never saw them look as well at this time of the year.

Seemingly, Nature has determined to redeem herself for the shabby way she treated us in the drought belt last summer, and is determined to give us more and better green, growing things in 1931 than we have enjoyed for many years.

This being the case, the more that can be done toward selling our pack constructively, the better will



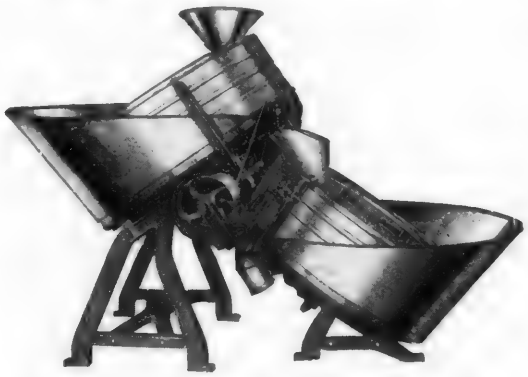
HANSEN SANITARY PEA AND BEAN FILLER

HANSEN SANITARY CONVEYOR BOOT

HANSEN SANITARY CAN WASHER

HANSEN FOUR ROLL BEET TOPPER

HANSEN FRUIT AND VEGETABLE FILLER



DISTINCT CLASSES OF QUALITY!

The Hansen Quality Grader is a machine that simplifies all phases of the pea canning industry and favorably effects every factor that makes for quality. It separates peas into distinct classes of tenderness and removes practically all skins, splits, thistles and hard floaters reducing the number of hand pickers about seventy-five per cent.

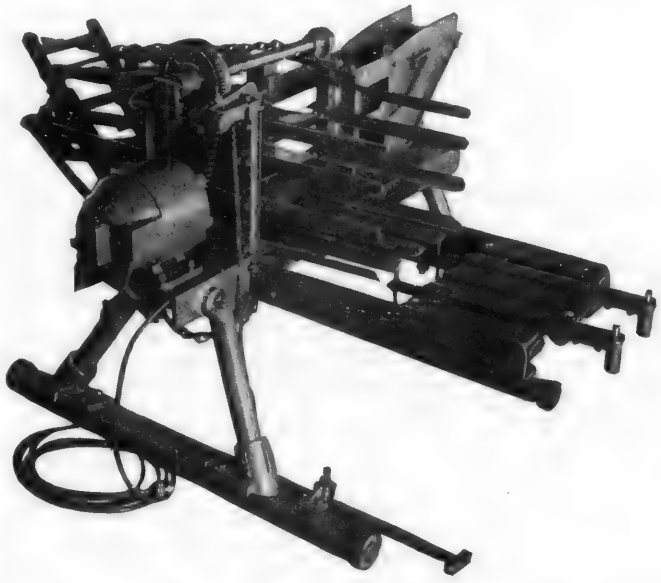
Correct blanching is made possible because the peas may be separated into groups of like tenderness and blanched accordingly. The Hansen Quality Grader has ample capacity for one line.

Write For Further Information

Hansen Canning Machinery Corporation

Cedarburg, Wisconsin

KYLER BOXERS



Do you buy Boxers on the basis of price or value

PRICE

is what you pay for them.

VALUE

what they pay you.

Equipped with a KYLER BOXER you will find no one can do more in quantity, in quality, or in cost. A little investigation on your part among some of the best canners will convince you.

Manufacturers of

Boxing and Labeling Machines

Westminster Machine Works, Westminster Md.

be the state of markets when canning of the 1931 pack has ended.

The canner this year must spend all the time with his trade and his brokers that he possibly can.

A few years ago you could depend on a broker selling all he could for you if you never saw him. Today you sell most when you go, again and again, with your broker in an attempt to make the sale. That's the way many of the few future orders canners have on their books have been secured.

That's the way in which the most of the better business will be secured during the rest of the year.

Canners should start at once to visit again those brokers they saw in the spring.

Direct representatives should be secured wherever they can be gotten. Even now rumors, the like of which you have never heard before, are going the rounds.

Loyal, aggressive, exclusive sales representation can best spike these rumors.

Only such representation in the fall will insure your getting all the market warrants for your pack.

Go out now, get your representatives busy on the trade with you. Assure your trade you are going to pack better goods than ever before, live up to this determination, deliver when packed even higher quality than your customer is expecting, then you'll have a chance to sell futures in 1932, even if you have not sold many to date and do not sell any until through packing.

CANNING NEWS AND NOTES

What's doing in all parts of the Country. New firms, changes etc.

Kadota Fig Company Bankrupt—The California Kadota Fig Products, Inc., Stockton, Cal., has filed a voluntary petition in bankruptcy with liabilities at $43,881 and assets of $35,350.

A. H. Tarleton Inventor—From Honolulu comes the interesting word that A. H. Tarleton, former executive secretary of the Association of Hawaiian Pineapple Growers, and now collector of internal revenue in Honolulu, has turned inventor and has received a patent for a method of plant culture which includes the use of sleevelike wrappings on young pineapple plants to increase root surface area. By encasing the upper portion of the plant in wood pulp paper a greater portion of the plant may be placed in the soil. Tender leaves are protected from contact with the soil by the sleeve, which gradually decays as the shoots become strong and grow above the earth. Sleeves for young pineapple plants is certainly a new sartorial idea.

The Drew Canning Company, Ltd., will shortly start operations at San Jose, Cal., and plans to confine its operations this year to fruits and fruits-for-salad, of which a pack of about a quarter of a million cases will be made. The officers of the concern are F. M. Drew, president; S. M. Ball, vice-president and manager of sales, and L. F. Campodonico, secretary and treasurer. J. E. Townsend is plant superintendent. All connected with the concern are experienced in the business. President Drew was for many years with Schuckl & Co., who have a plant at Niles, and Vice-President Ball is of the F. M. Ball Co., well known in the sales field.

Incorporated—The Sherwood Canning Company has been incorporated at Portland, Ore., with a capital stock of $7,500, by Borden Wood, L. L. Myers and Annette Evans. The concern is represented by McCamant, Thompson & King, American Bank Building.

Established Office at San Francisco—The MacMarr Stores, Ltd., recently made arrangements whereby H. Kempenich, the buyer, has established his office at 255 Twelfth street, San Francisco, Cal. Formerly the buying was done at the Oakland headquarters, an arrangement that did not work out to advantage.

Law to Reduce Sardine Fertilizer—With but one dissenting vote, the California State Senate passed the sardine bill reducing the percentage of the sardine catch that may be made into fertilizer from 32½ per cent to 15 per cent. It was brought out during the hearing on the measure that the sardine supply is being rapidly depleted because the law has permitted the use of sardines for purposes other than food.

Twenty-five Years Ago—An item in the 'Twenty-Five Years Ago' column of a San Francisco daily recalls that just 25 years ago the San Francisco Wholesale Grocers Association met to arrange for a new central supply depot and a distributing system to meet the situation created by the great fire. The executive committee appointed at this meeting consisted of William Cluff, R. H. Bennett, William Haas, S. Sussman, S. R. Neubauer and H. D. Loveland, several of whom have since passed away.

To Continue Brokerage Business—Percy Morris, of the Morris-Nellis Co., San Francisco, Cal., plans to continue the brokerage business of this concern, which is interested largely in the handling of tomato products. George W. Nellis, who took an active part in the business, passed away in April.

Company Reorganized—The Kings County Packing Company, with packing plants at Oakland, Headley and Armona, Cal., and with extensive land holdings in the San Joaquin Valley, has been reorganized with a fine financial setup under the name of the Kings County Packing Co., Ltd.

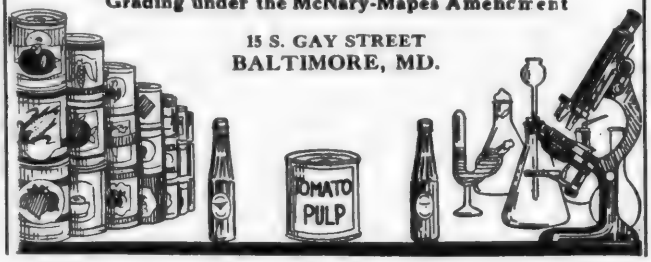
STRASBURGER & SIEGEL

Consulting Food Chemists and Bacteriologists

U. S. Licensed Graders of Canned Foods

Grading under the McNary-Mapes Amendment

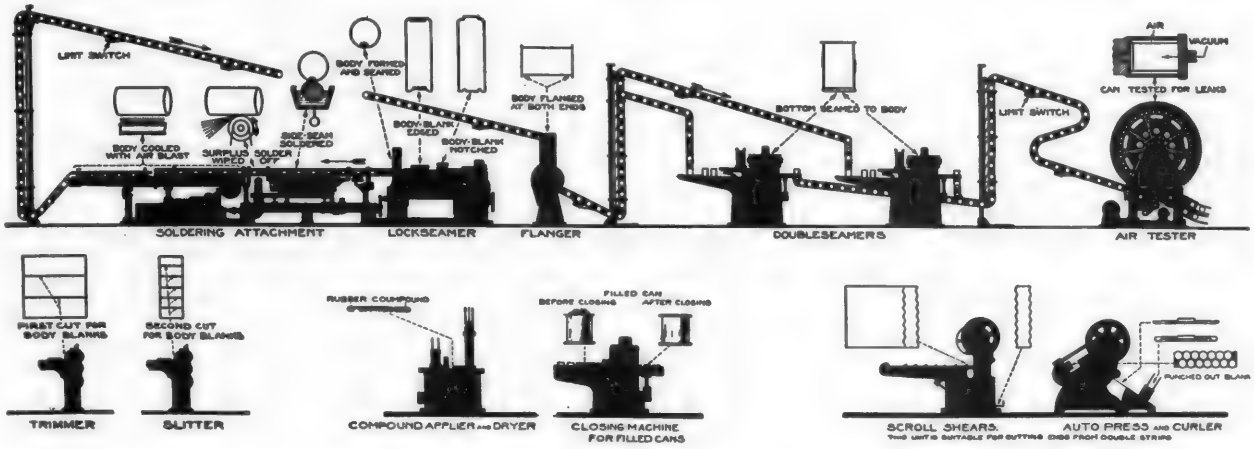
15 S. GAY STREET
BALTIMORE, MD.



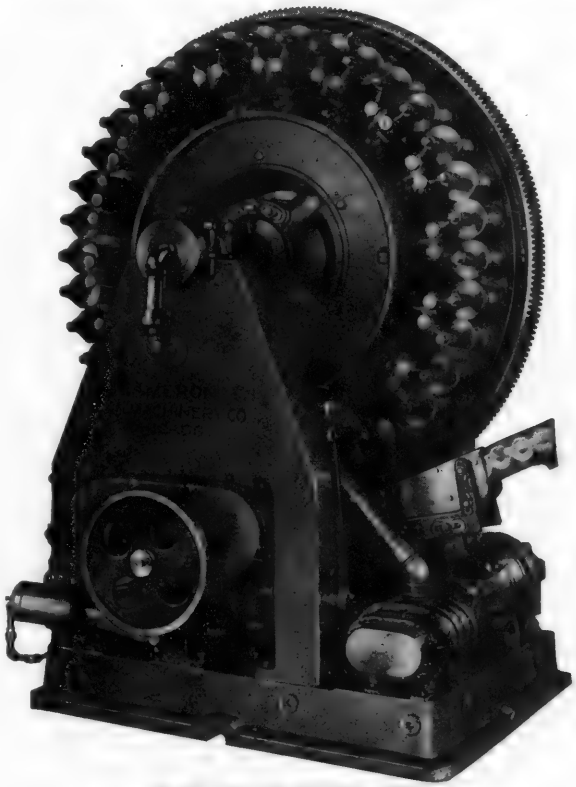
Slaysman & Co.

Automatic Can Making Machinery

801 E. Pratt Street Baltimore, Md.



Cameron Automatic Line-Producing 300 Sanitary Cans Per Minute



No. 307 AIR AND VACUUM TESTER.
IT TESTS AND EJECTS FAULTY CANS WITHOUT HELP OF AN OPERATOR. MADE FOR CANS OF ALL SIZES AND SHAPES.

WHY NOT MAKE YOUR OWN CANS?

We furnish the machinery, tin plate and labor. The rest is mechanical. Substantial savings are to be made over the prevailing market price of tin cans.

CONSIDER THIS LIST OF SUCCESSFUL PACKERS WHO MAKE THEIR TIN CONTAINERS.

Nestle's Milk Products, Inc.
H. J. Heinz Company.
Armour & Company.
General Foods Corporation.
Corn Products Refining Company.
Swift & Company.
Borden Company.
Broder Canning Co., Ltd.
Phillips Packing Company.

Cameron Can Machinery Company

240 North Ashland Avenue « « « » » » CHICAGO, U. S. A.

A Novel Vacation Plan

Salesmen Invited to Spend Vacations Near Headquarters—On Pleasure, Not Business.

Promotion of Friendly Relations Between Salesmen and Home Office Organization Object of Plan.

By Earle L. Johnson, Sale Manager
Gerber Products Division of the Fremont Canning Co.

GERBER VACATION PLAN

LEFT TO RIGHT: One of the screened cottages furnished salesmen and their families at Fremont Lake, Michigan; Mr. Earle L. Johnson, sales manager of the Gerber Products Division of Fremont Canning Company and originator of new vacation plan; Fremont Lake.

EARLE L. Johnson, sales manager of the Gerber Products Division of the Fremont Canning Company, Fremont, Mich., has his own ideas as to how to go about developing the proper friendship and loyalty of the traveling sales organization. A successful sales manager and one rather well known for his creditable work in developing salesmen, he has seemingly surpassed his previous efforts along this line in perfecting recently a new and novel vacation plan for salesmen and their families.

Under the new plan, effective this summer during the months of June, July, August and September, the salesmen and their families have been invited to spend a week's vacation at Fremont Lake, a popular summer resort near the town of Fremont, where the company's headquarters are located. Here they will have an opportunity to meet and become better acquainted with the executives of the home office organization, many of whom plan to spend their vacations at Fremont Lake.

The invitation to the salesmen and how it is planned to carry out the new vacation idea are explained in the following letter signed by Earle L. Johnson, sales manager:

"How would you like to spend your vacation in Michigan, 'The Nation's Playground'? We have a beautiful lake here at Fremont that's reputed to be good for fishing and bathing. There are lots of other lakes nearby, however, if this one should prove disappointing. There are sixty-six lakes in Newaygo county.

"There's a good nine-hole golf course, too, on which all the boys around here labor diligently to make pars and birdes, but seldom do.

"Maybe you would like to bring your family here for a week this summer if you could have a nice furnished cottage on Fremont Lake, furnished complete, even to linens and towels, sleeping accommodations for five, completely screened, including large screened porch, garage, boat, fishing tackle (you furnish the bait), that is if your transportation didn't cost you anything going or coming and you could spend a whole week here without being expected to do anything but spend your vacation. Would you like it? Would you do it?

"If you would, then sit right down and write us a letter, telling us the date you would like to come, because we have all the arrangements made for just what we've outlined above and can offer you and your family the use of this cottage for one week during the summer.

"In naming the dates you would like, please give us as much latitude as you can because we want to please everyone as nearly as possible, and the schedule will be pretty full if all of the men accept. The cottage will be available during the months of June, July, August and September.

"Please don't accept this with the feeling that you are going to be asked to spend a lot of your time around the office and factory; on the contrary, you'll probably be thrown out if you do.

"If you have other plans or if for any reason it may be inconvenient to come, it's perfectly all right. Don't feel obligated in the least.

"We'd enjoy having you here for a week and think you might enjoy fishing or playing golf with some of the organization during your stay."

In addition to providing living quarters and pleasure facilities for the salemen and their families, Mr. Johnson stated that the time used by the salesmen traveling to and from Fremont will not be charged to them and

they will be allowed the usual mileage rate for using their own cars.

In a recent interview Mr. Johnson, who is enthusiastic about the possibilities of the new plan, said: "During my considerable number of years of selling experience, many of which were spent in traveling about the country, it often occurred to me that something should be done to bring the road men, their families and the factory organization closer together, and at a time when both would have sufficient leisure to get well acquainted. I was conscious at times of the failure of most manufacturers to develop a proper friendship and loyalty on the part of the traveling sales organization. So this vacation plan suggested itself as the most effective way to accomplish this end."

Relative to the fact that the men's families are also included in the vacation invitations, Mr. Johnson smiled as he remarked that on any proposition, and particularly on the specialized Gerber Products, he felt that the wife's enthusiasm for her husband's job was almost as important as the man's enthusiasm itself. From his own point of view as sales manager, he feels sure that these special vacations will be profitable. From the standpoint of the man and from the standpoint of the wife and family, he hopes that there will be produced that feeling of friendliness and security that should exist in the mind of the man on the road and in the minds of the wife and children at home. All too often, in Mr. Johnson's opinion, a salesman will travel for years representing a company that exists in the minds of his family only as an intangible taskmaster not to be understood, not to be approached, and as a matter entirely remote from the active personal interests of the man and his family at home.

Responses thus far from salesmen indicate that both themselves and their families have accepted the idea whole-heartedly and are now making plans enthusiastically for their vacation on Fremont Lake as guests of the Gerber Products Division of the Fremont Canning Company. Judging from the number of acceptances received, bachelors will have to be doubled up in order to have enough cottages to go around, but Mr. Johnson has assured everyone concerned that there will be plenty of room for all without crowding.

POSTPONE INVESTIGATIONS ON CHERRIES AND CANNED TOMATOES

THE Tariff Commission on May 5, 1931, ordered new investigations in the case of cherries,sulphured or in brine, and of tomatoes, prepared or preserved in any manner. This action was taken in response to a request from the President that the commission should include in these investigations additional information based on the forthcoming crops of cherries and tomatoes. The commission will therefore be unable to complete these new investigations until the harvesting and marketing of this year's crops of tomatoes and cherries.

CONVERTING HOUSEWIVES INTO CANNED FOODS USERS

By A. M. Wadsworth, Lirector.

SINCE January 1st, 1931, forty-two (42) new members, paying from $10 to $260 yearly, have come into the Bureau.

Their financial and moral support is appreciated, and we believe they recognize the value of the work we are doing to popularize canned foods by getting the true story, positively and forcefully, over to the housewife.

Through our various activities, lectures and demonstrations, weekly two-column newspaper food articles, grocery trade contracts, bulletin releases, etc., we have proved that housewives have been and are being converted to the use of canned foods.

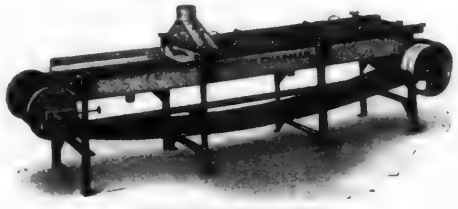
Pack statistics are necessary. Curtailment of acreage seems advisable. Production of quality is essential. A fair margin of profit is a vital requisite.

But what about consumption? Authoritative data to the purchasing housewife to allay her fears, and advertising, plus quality and inteligent label, will bring about increased sales. When this has been accomplished the production and acreage problems will be minimized.

Just One Of

21

Berlin Chapman Tomato Machines



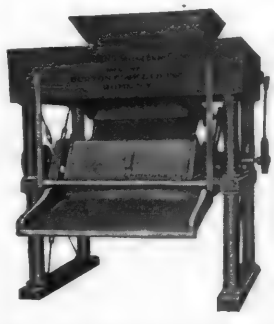
TOMATO SCALDER

A reserve of capacity with a uniform scald.

BERLIN CHAPMAN CO., Berlin, Wis.

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

"Working Points" will give you better results than "Talking Points"



we shall be delighted to have you check the actual efficiency of the TOWNSEND against the claims of any other machine made for the purpose.

Burton, Cook & Co. Inc.
Rome, N. Y.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes - 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

FOR SALE—Miscellaneous lot of Can Labelers, Box Nailers, Elgin Syrup Fillers, Bottle Washers, Pumps of various kinds, Choppers, Peelers, Mixers, Conveyors, Candy Cooling Slabs, Candy Kettles, Can Seamer, etc.
Address Box A-1819 care of The Canning Trade.

FOR SALE—3 500 gal. round wood tanks 54" dia. x 44", fair condition, $15.00 each.
1 500 gal. round wood tank 54" dia. x 44" copper lined, $20.00.
1 3½" x 2¼" x 4 Worthington Duplex Steam Pump, $25 00.
1 Atlas horizontal slide valve engine, 7½" bore, 14" stroke, 44" x 13" flywheel, about 35 h. p., $100.00.
1 Never used 1929 model John Bean six row power sprayer, $400.00.
Above prices for quick sale, write or wire.
Chas. G. Summers Jr., Inc., New Freedom, Pa.

FOR SALE—A quantity of canning tools including one Power Monitor Jumbo Cherry Pitter; also other small canning equipment and a practically new complete 125 H. P. Boiler outfit. Send for list.
Manlius Improvement Co., Manlius, N. Y.

FOR SALE—One Berlin Chapman Sewer Separator with Blancher discharge, $100.00.
Oconomowoc Canning Co., Oconomowoc, Wis.

RUST ELIMINATOR—C. M. C. is recommend for pea and bean containers and conveyors, and especially C. M. C. coated Pails for peeling buckets.
F. H. Langsenkamp Co., Indianapolis, Indiana.

Wanted—Machinery

MACHINERY WANTED—High speed Sanitary Can End Dryer, for use with manufactured gas, in good working condition. Send details and price to:
National Can Co., Uphams Corner Station,
Boston, Mass.

WANTED—To buy several used Steam Exhaust Boxes for Tomatoes. State condition, location and price.
American Brokerage Co., Roanoke, Va.

MACHINERY WANTED — Four second-hand Closed Pressure Kettles in good condition with Thermometer Gauge and Pop Valve. Size 40 inches in diameter by 72 depth. Give name of manufacturer. State age, condition and price. If possible wish to buy them in Delaware, Maryland or Pennsylvania.
Address Box 1822 care of The Canning Trade.

WANTED—One Corn Washer in good condition. State make, condition and price.
Address Box A-1823 care of The Canning Trade.

For Sale—Plants

FOR SALE—Tomato Plants; Northern Grown, Indiana Baltimore, Greater Baltimore, Chalks Early Jewel, Marglobe, Bonny Best; 9 acres in all. Good hardy field grown and sprayed twice weekly. Plant beds Madison and Spiceland, Indiana; Residence Spiceand, Ind.
O. L. Rifner, 1101 Broad St., New Castle, Ind.

For Sale—Seed

FOR SALE—100 bushels 1930 crop Henderson Bush Lima Beans grown by Robert Buist Company, Philadelphia, Pa.
C. S. Stevens & Sons, Cedarville, N. J.

Situations Wanted

POSITION WANTED—As Superintendent of canning plant. Several years experience packing quality goods. All kinds of fruits and vegetables. Can furnish good references.
Address Box B-1808 care of The Canning Trade.

POSITION WANTED—As Plant Manager, packing any of the following lines: Tomato Products, Pork and Beans, Snap Beans and Berries. I know quality and can produce it.
Address Box B-1821 care of The Canding Trade.

POSITION WANTED—As Manager or Superintendent by practical canning man with 20 years experience in canning mostly all fruits and vegetables; also machinist and builder. Can build mostly any kind of plant, completely fit it out and handle all parts of the business. Open for any proposition.
Address Box B-1805 care of The Canning Trade.

POSITION WANTED—Young woman with twelve years practical experience in field brokerage business is open for position of responsibility. Capable of assuming executive duties, including management and handling correspondence. Have thorough knowledge of judging quality of canned vegetables and have had considerable experience in both buying and selling.
Address Box B-1820 care of The Canning Trade.

Help Wanted

WANTED—Young, active, experienced factory manager for packing plant with experience in packing Pork & Beans, Soup, Tomatoes, Peas, Corn, Lima Beans, Squash and other items. Good position to the right man. Answer with reference and salary required.
Address Box B-1813 care of The Canning Trade.

WANTED—An experienced Traveling Salesman to call on the jobbing trade with an assorted line of canned foods.
Address Box B-1814 care of The Canning Trade.

WANTED—A man who has had experience in cooking No. 10 tins. Must be acquainted with air operating controllers.
Address Box B-1818 care of The Canning Trade.

WANTED—Factory Superintendent familiar with the packing of Pork and Beans, Catsup, Puree and Soups. Address, stating age, experience, and salary wanted.
Address Box-B-1816 care of The Canning Trade.

WANTED—Chef familiar with manufacturing Catsup, etc. Address stating age, experience and salary wanted.
Address Box B-1817 care of The Canning Trade.

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

J. Harry Cain
Merchandise Broker
Canned Foods a Specialty
Phoenix Building, -:- Baltimore, Md.

AMSCAN
CERTIFIED
SEALING FLUID
"The Golden Band"
Insist on AMSCAN—the perfect Sealing Compound - and be safe.
THE MAX AMS MACHINE CO., NEW YORK

Statement of Weight for Labels

differs for various products in the same size can. Check your statement with the list as published in

The 1931 Almanac

Use Your Almanac

ARTISTIC LABELS
PLAIN.
VARNISHED.
EMBOSSED.
THE
SIMPSON & DOELLER
CO.
BALTIMORE, MD.

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

"Bliss" No. 225 Gang Slitters

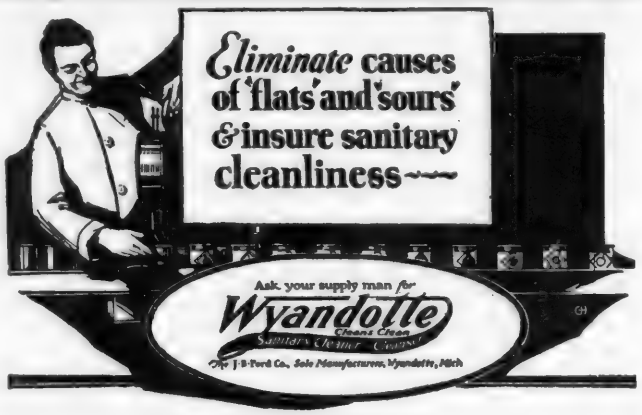
Eliminate the "Eye-Cut" on Foot Shears

Bliss No. 225 Gang Slitters as built for slitting lithographed sheets are arranged with lithograph gauges which eliminate the slow and expensive "eye-cut" on foot shears, previously necessary. This is just one of the many advantages obtained by the use of these slitters.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester


Eliminate causes of 'flats' and 'sours' & insure sanitary cleanliness
Ask your supply man for
Wyandotte
Cleans Clean
Sanitary Cleaner Compound
The J. B. Ford Co., Sole Manufacturers, Wyandotte, Mich.

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

GAMSE'S ATTRACTIVE LABELS

The lady of the house demands style. Catch her eye with a "dressy" label-a Gamse Label.

H. GAMSE & BRO.

Lithographers

GAMSE BUILDING
BALTIMORE MARYLAND

SHOULD BE

In Every Cannery Office

"A Complete Course in Canning"

As an insurance against loss

Published by
THE CANNING TRADE
Baltimore, Md.

POWDERED APPLE PECTIN

SPEAS-NUTRL-JEL

NEUTRAL IN COLOR AND FLAVOR

Write or Wire for Samples and Prices

SPEAS MANUFACTURING CO.

Kansas City, Mo.

Licensed under Patents 1,646,157, Oct. 18, 1927; 1,655,398, Jan. 3, 1928; Application 166,020 Feb. 8, 1927.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: †Thomas J. Meehan & Co., *Howard E. Jones & Co., ‡Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	4.00
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	5.20
Peeled, No. 2½	.....	8.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	3.15
Medium, No. 2½	.....	.....
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq	.....	3.25
Small, No. 1 sq	.....	3.00
Green Mammoth, No. 1 sq	3.40	3.00
Small, No 1sq	2.80	2.90
BAKED BEANS‡		
In Sauce, 8 oz	.45	.....
10 oz.	.60	.....
16 oz.	.62½	.....
No. 2½	1.25	.....
No. 10	3.35	.....
BEANS‡		
Stringless Stand. Cut Green, No. 2	.75	.....
Standard Cut Green, No. 10	4.00	.....
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	.90	.....
Standard Cut Wax, No. 10	4.50	.....
Red Kidney Standard No. 2	1.00	.....
Standard, No. 10	4.75	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2, Tiny Green	1.90	.....
No. 10	10.25	.....
No. 2, Medium Green	1.50	.....
No. 10	8.50	.....
No. 2, Green and White	1.05	1.35
No. 10	7.00	.....
No. 2, Fresh White	8.00	.....
No. 10	5.25	9.00
Soaked, No. 2	.77½	.....
BEETS‡		
Baby, No. 2	1.40	1.85
8-15, No. 2	.....	.....
15-20, No. 2	1.25	.....
Cut, No. 2	.80	1.20
Cut, No. 10	3.00	.....
Whole, No. 10	4.00	4.00
Diced, No. 10	3.90	.....
CARROTS‡		
Standard Sliced, No. 2	.75	1.05
Sliced, No. 10	3.50	5.00
Standard Diced, No. 2	.65	.....
Diced, No. 10	3.50	5.00
CORN‡		
Golden Bantam, Fancy, No. 2	.....	.95
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	1.20	.....
Extra Standard, No. 2	1.05	.....
Standard, No. 2	.95	.....
Standard, No. 10	.....	.....
Crushed, Fancy No. 2	.....	.....
Extra Standard, No. 2	.95	.....
Standard, No. 2	.90	.....
Standard, No. 10	.....	.....
HOMINY‡		
Standard Split, No. 3	.90	1.20
Split, No. 10	3.00	3.75
MIXED VEGETABLES‡		
Standard, No. 2	.85	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	1.25
No. 10	5.00	5.25
OKRA AND TOMATOES‡		
Standard, No. 2	1.20	1.45
No. 10	.....	.....
PEAS‡		
Petit Pois, 1s	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.55
No. 2 Fancy Alaskas, 2s	.....	1.60
No. 3 Fancy Alaskas, 2s	.....	1.30
No. 3 Fancy Sweets, 2s	.....	1.30
No. 4 Fancy Sweets, 2s	.....	1.15
No. 5 Fancy Sweets, 2s	.....	1.02½
No. 3 Std. Alaskas, 2s	1.00	.95
No. 4 Alaskas, 2s	.95	.82½
No. 5, Std. Sweets, 2s	.....	.80
No. 3 Std. Alaskas, 10s	5.00	5.50
No. 4 Std. Alaskas, 10s	4.50	5.00
No. 4 Early June, 1s	.....	.....
PUMPKIN‡		
Standard, No. 2½	.85	.....
No. 3	1.00	1.00
No. 10	3.00	3.00

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.65
No. 2½	.65	.75
No. 3	.70	.90
No. 10	2.35	2.75
SPINACH‡		
Standard, No. 2	.70	.70
No. 2½	.95	1.20
No. 3	1.05	.....
No. 10	3.00	3.50
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	1.30	.....
(Triple) No. 2 (with tomatoes)	1.25	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B. factory	.90	.....
No. 2½	1.07½	†1.15
No. 3	1.15	†1.20
No. 10	4.00	†3.50
TOMATOES‡		
Extra Standard, No. 1	.50	†.40
F. O. B. County	.45	.....
No. 2	.80	.....
F. O. B. County	.70	.....
No. 3	1.25	.....
F. O. B. County	1.05	.....
No. 10	.....	.....
F. O. B. County	2.85	.....
Standard, No. 1	.40	.....
F. O. B. County	.37½	.....
No. 2	.67½	†.65
F. O. B. County	.65	.....
No. 3	.95	.....
F. O. B. County	.95	.95
No. 10	3.00	.....
F. O. B. County	2.65	†2.75
TOMATO PUREE‡ (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.37½	.35
No. 10, Whole Stock	2.00	2.25
Standard, No. 1 Trimmings	.32½	.....
No. 10 Trimmings	2.00	.....

Canned Fruits

APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	3.00	.....
Pa., No. 3	1.25	.....
Pa., No. 10, solid pack	4.00	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	1.50
Choice, No. 2½	2.25	1.60
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, water	6.50	7.00
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.85
No. 10	7.00	6.60
CHERRIES*		
Standard, Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	8.25	.....
California Standard 2½	3.10	3.00
Choice, No. 2½	3.40	3.00
Fancy, No. 2½	.....	3.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz.	.67½	.....
No. 2	1.35	1.25
No. 5	4.10	.....
No. 1 Juice	.85	.....
No. 5 Juice	4.00	.....
PEARS*		
Standards, Kifer No. 2, in syrup	1.05	1.50
Fancy, No. 2½	1.50	1.75
California Bartletts, Standard 2½	2.40	1.75
Fancy	.....	2.25
Choice	3.50	2.10
Standard, No. 10	.....	.....

CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½, Y. C.	1.47½	1.50
Choice, No. 2½, Y. C.	1.75	1.80
Fancy, No. 2½, Y. C.	.....	2.10
Extra Sliced Yellow, No. 1	.90	.....
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	4.25	.....
PINEAPPLE*		
Hawaiian Sliced, No. 2½	1.80	1.85
Sliced Standard, No. 2½	1.70	1.50
Sliced Extra, No. 2	1.80	1.60
Sliced Standard, No. 2	.....	1.40
Grated, Extra, No. 2	.....	1.75
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	7.50	.....
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.85	.....
Preserved, No. 2	1.70	.....
Extra, Preserved, No. 1	.95	.....
Extra, Preserved, No. 2	1.90	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	3.00	3.10
No. 10s	12.00	.....

Canned Fish

HERRING ROE*		
10 oz.	.75	1.15
17 oz.	1.00	1.50
19 oz.	1.10	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz	.....	.....
½-lb. cases, 4 doz	.....	2.75
¼-lb. cases, 4 doz	.....	1.60
OYSTERS*		
Standards, 4 oz	1.00	.....
5 oz.	1.10	1.20
8 oz.	2.00	.....
10 oz.	2.20	2.40
Selects, 6 oz.	2.25	.....
SALMON§		
Red Alaska, Tall, No. 1	3.25	3.15
Flat, No. ½	1.90	2.20
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.07½	1.10
Sockeye Flat, No. 1	3.40	.....
Flat, No. ½	.....	2.25
Chums, Tall	1.00	.98½
Medium, Red, Tall	2.00	.....
SHRIMP§		
Dry, No. 1	1.40	.....
Wet, No. 1, Large	1.60	1.67½
SARDINES§ (Domestic), per case		
¼ Oil, keyless	.....	†3.55
¼ Oil, Decorated, Keys	.....	†4.30
¼ Oil, Tomato, Carton	.....	.....
¼ Oil, carton	.....	†4.55
¼ Mustard, Keyless	.....	†3.55
⅝ Mustard, Keyless	.....	†3.15
California Oval, No. 1	1.67½	†3.15
TUNA FISH§ (California), per case		
White, ½s	.....	8.50
White, 1s	.....	13.00
Blue Fin, ½s	.....	6.75
Blue Fin, 1s	.....	12.50
Striped, ¼s	3.40	.....
Striped, ½s	5.40	6.25
Striped, 1s	10.00	11.50
Yellow, ¼s	4.90	.....
Yellows, ½s	7.80	6.30
Yellow, 1s	14.60	12.50

When your cans come from Heekin you know they will arrive on time . . . you know that your order is receiving personal attention. This same service keeps old customers and adds new ones every year. Heekin has a reputation not only for making good cans . . . but for delivering them promptly . . . without delay. Let Heekin Cans and Heekin Service serve you.

HEEKIN CANS

You'll find them everywhere..

HEEKIN CANS

The Heekin Can Co., Cincinnati, O.

THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, JUNE 15, 1931

WEEKLY REVIEW

Canners Have Made Commendable Effort to Reduce Acreage—Packing the Better Quality Reduces the Cans Per Ton—Danger of Drought Results Real—Buying Continues Unchanged in Size and Numbers.

THE ACREAGE—From all the crop reports received and from other personal reports it is now very apparent that the canners have made a real, earnest effort to cut down the amount of acreage for this 1931 season. You can see this or yourself. The yield this season, of course, is the uultimate determining factor; in other words, a heavy yield would offset to a degree such cuts in acreage, but the best the canner can do is to cut the amount of acreage. The notable thing in the whole matter is that canners everywhere have come to fully realize that this is not a year to go blindly into the production of canned foods, with nothing but the hope that they will be sold at a profit. And that feeling marks a decided step forward. We even feel that that it is not dangerous to any at this time that the cut in acreage is appreciable, because we do not believe there is a canner who will run away with this and try to increase his acreage, as they used to do to take advantage of such a situation. They know that it is dangerous, because they feel that possibly they have not cut as much as they should have done this season. It might have been wiser if they had cut more heavily. The answer to that will come in the final crop yields.

Generally speaking, and with the natural exceptions in spots, the season has been very favorable both for planting and germination. But note that in nearly every section reporting they find a lack of sufficient moisture; that is that underlying all the growing fields is a great strata of powder-dry soil, which sucks from the surface the moisture as fast as it falls in the form of rain. That is a real condition left over from the great drought of last season, and it may play a tragic part in this season's crops before they are gathered. So long as the present supply of rain continues the outlook is bright, but it is like trying to produce a crop on shallow soil over a rock foundation: if the rains stop, and the long, hot spells of July and August set in, as they usually do, the present promising crops will wither and die, and little or nothing come from them. That is the danger left from that devastating drought, and it has been repeatedly pointed out. Crops are by no means "made" as yet, and every grower and canner will watch their progress with more anxiety than ever before. But they have enough acreage even under such threats, because general business conditions, and especally the condition of the canned foods market at present, do not warrant any slightest venture.

We have evidence now of this variable crop yield. The pea crop here seemed to come along under ideal conditions; enough rain and warm weather to bring the crop to a fine state of quality yield, and full quantity was counted upon. The quality is there, the finest quality the Tri-States have seen in years, but the yield has proved disappointing, running from 25 per cent to 33 per cent below expectations. A scalding hot period sandwiched in between two cool periods is blamed for this, but when it is there is the result. The pack will not be as large as expected. And so in other sections. Of course, there is one consideration as regards the yield, which some canners and most buyers will overlook, and that is that this season the peas are being cut young to get the quality, and that naturally heavily cuts down the yield in cans. As they are packing today it takes 26 pounds of peas to a case of No. 2 cans, whereas if they had let the peas go just a little longer, and as they used to do, 18 pounds would have sufficed. These figures may vary with different canners and in different sections, because soil and climatic conditions enter here, but they will give the reader the right idea of the difference under the two methods of canning. The buyers are getting quality, but the canners are not getting the yield. And they seldom get both quality and yield.

The buyers are over-stressing this matter of the extent of this season's acreage, and they must take into consideration the drive on the part of all canners to produce quality this season in every item of canned foods, and thus avoid the McNary-Mapes Law. This endeavor will cut down the yield in cases in corn and tomatoes, as well as in peas and in every other item.

But they will get quality, and a quality that will unquestionably result in the quick consumption of this year's packs. It costs the canners more and they ought to be paid more, and they would be if they demanded it and stuck for it. And there is progress being made in that line, too. Don't forget that lots of the shoestring canners are sitting on the side lines looking on, and not packing this season; they can't get the financial backing to run. That is equivalent to saying that the packs will be in the stronger hands this season. That ought to produce stronger prices in the markets, and it will.

THE MARKET—There has been no material change in the extent or size of the buying. After waiting for the new-packed peas they are taking them, just about as they did the spots, or in other words this excuse petered out with the coming of the new packs, so ardently waited for. It is expected that the buying of this high quality pack will increase, but it remains impossible to get any spirit into buyng.

They have been buying some new-packed spinach, as the quality of that pack is also unusually high this season. Similarly of some very nice green asparagus, packed locally, but it is selling in small amounts. No evidence of any desire to get a goodly supply of something extra nice can be found in the market. Neither price nor quality seems able to stir them into interested buyers.

There is not an item of canned foods that has not worked down to a cleaned-out condition, as compared with former years; but that means nothing to the present set of buyers. Apparently they have orders to get only just what is needed, and as little as will carry them to the next day or week. The market will change some day, but not very soon, we fear.

Such prices as are changed this week are all in a downward direction, for always there seems to be someone anxious —forcing sales.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Market Unchanged—Buying in Small Lots—Improvement in Stock Market Tends to Increase Hopes—Canned Fruits Improve in Feeling—Spinach Easier. Tomatoes Growing Stronger.

New York, June 11, 1931.

UNCHANGED—With the exception of a slight firming up of the California fruit market during the week upon reports of the likelihood of an early settlement of the peach curtailment question there by growers and canners, the canned foods market here showed little change.

Buying continues hand-to-mouth in practically all items, despite the admitted fact that prices are at their lowest levels in the majority of cases. The Tri-State tomato market is stronger in that there are less canners offering at 65c for No. 2s, despite the strong statistical position of this pack.

Business conditions in the metropolitan area remain largely unchanged, although the New York Stock Exchange has shown some evidence that the virtually unprecedented decline in stock values has met a temporary halt. Stocks had their first rally in several months last week, and were successful in maintaining the gains registered in the face of extremely "bearish" news developments during the week. However, whether or not this can be taken as an accurate picture of the nation's business is, so far, an undecided question. The Stock Exchange will have to take up a lot of lost ground before the country's business men will again acknowledge that it is an accurate barometer of the condition of the country's industries.

Farrell—Doubtless many canners remember the speech by James A. Farrell, president of the United States Steel Corporation, at the last canner's convention in Chicago, in which he said in effect: "Prices on all lines have gone as far as they are going, and we are at the bottom of the depression." His optimistic attitude towards business conditions cheered many of the canners, who later on, as both business and prices steadily declined, felt that perhaps Mr. Farrell had made a mistake One wonders how the canner who listened to that optimistic speech out in Chicago feels when he reads the answer of Mr. Farrell to a recent query as to when the depression would end. "The depression will end," Mr. Farrell said, "two months before I know anything about it," according to published reports. Whether or not Mr. Farrell spoke in jest is not known, but if he spoke seriously this is somewhat of a radical change of feeling since the first of the year.

Fruits—Following reports from the Pacific Coast that a settlement would be reached shortly agreeing to curtailment of the current peach pack had a slight stimulating effect on the fruit market here. Financial interests affiliated with leading California packers are said to have "put their foot down" and forbidden any large packs this year, in view of the unsatisfactory condition of the canned food market during 1930-31 and at the present time. The pack will be held down to approximately 10,000,000 cases, according to present reports. Cling peaches were firmer with fewer offerings at the low prices which have ben prevailing for some time.

Cherries—Have suffered from the general unwillingness to buy more than what is needed for spot business. Despite reports of crop damage which would further limit the crop in view of the greatly curtailed pack this year and the low opening prices, buyers are not coming into the market for cherries to any large extent. However, some bookings of futures have been reported.

Spinach—Tri-State spinach is easier, due to several clean-up offerings which weakened the market here. Several forced sales of stringless beans also softened the market for this item, and prices are extremely low. Buyers, however, are not in any hurry to purchase these items, even at the present low prices. Fresh vegetables coming into the city are presenting formidable competition to canned products, and buyers are discounting this condition in making their commitments.

Tomatoes—Are continuing to work their way into firmer hands, and very few offers of No. 2s at the predominating price of 65c are reported. This pack is one of the most popular as far as consumer demand is concerned, and will probably be one of the few items to show any price advance this summer. Other sizes are rather quiet, with a slight irregularity continuing in the price schedules.

Canned Fish—Are practically unchanged. Fancy packs, however, such as crab meat and lobster, are showing a slight improvement as the summer weather nears. Salmon is firm and seems likely to work higher as the summer goes on, but prices remain unchanged.

Shrimp—New pack shrimp is being offered at $1.25 for small, 35, over, f. o. b. Biloxi. Reports from canners state that the pack will be of good quality, although there will be few small and medium sized shrimp packed.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Buyers Continue Very Careful in Their Transactions—Some Interest in Corn—New Peas Show Fine Quality—Tomato Prices Continue Weak—Milk Prices Easy—Cool Towards Fruits.

Chicago, June 12, 1931.

CAREFUL—A general tenor of conservatism pervades the canned foods trade here. Buyers generally seem to feel that plans for ample production are under way, so that they do not need to start to worry about shortage of supplies on much of anything in the line. Heavy spring rains throughout the Middle States have relieved any momentary worries as to moisture, although it is admitted that the ground-water level is away below normal and there are no reserves on which to carry through those months which are likely to be extremely dry.

The movement of spot canned foods is reported to be good, prices low and profits smaller than usual; but nobody can really complain as badly as they might.

Corn—Prices steady. A little stirring of interest in spots, but nothing in the way of advances. Jobbing stocks are low, however, and we may look for a good, active movement right along during the slmmer. Cheap standard corn is in somewhat shorted supply, and it appears that there are only a very few sources where good quality can be secured advantageously. Several friends of canned corn speak very encouragingly of its doing well in the near future.

The absence of any complaints as regards new growing crop leaves the presumption that it is faring well, outside of some cutworm trouble in some districts.

Peas—New pack now under way in Ohio, Indiana and Illinois. Quality is very nice, and there is a wholehearted desire to conform to that morale on quality which promoted the widespread support of the Mapes law regulations.

Movement of peas from Wisconsin continues very good. It is quite evident that in at least some cases canners have been far more obliging than they could be fairly asked to be in permitting delays on contract shipments of peas until this late date, shipments which should have moved out prior to January 1st.

Contracts for 1931 will, no doubt, be written with very specific arrangements as to shipping out and buyers will be expected to conform thereto. Big banks are taking an interest in such matters and some rather positive orders are being circulated now.

Tomatoes—Prices continue weak locally, although there are only a few sellers who seem to have much to sell that is especially attractive. The reduction on acreage gives promise of a sensible production this year, especially if the harvest season is not too long drawn-out.

Probably tomatoes is one of the items on which it would be wise to anticipate now, but as far as this market is concerned, buyers all seem to prefer to wait.

Canned Milk—The peak production of the year is now coming in and prices continue easy, but anticipatory buying is not generally popular. Buyers everywhere are too uncertain of what may happen next in the way of general business trend to stock ahead much of anything. As far as overlooking a lot of good trades which may be possible at present is concerned, it is easy to point to a whole price book full of opportunities, no doubt carrying the same speculative promises as canned milk.

California Fruits—When this subject comes up for discussion, buyers all show a very negative attitude; meanwhile some easiness on the Coast on spots is evident, and although this selling pressure is confined to a very few operators, the disinterest at this end has created a very quiet local market.

The public is due to have some very attractive canned fruit values available, and a large-sized pack will no doubt be consumed.

OZARK MARKET

By "OZARKO,"
Special Correspondent of "The Canning Trade."

Fewer Cars Sold Than Last Week—Prices Held Firmly. Future Prices Heard—Definite as Delivery Time and on Guaranteed Basis, Not Subject to Buyer's Approval—Setting Tomato Plants—Season Two to Three Weeks Late—Will Pack Some Blackberries—Fruit Crops Look Well—Some Nice Tomato Juice Packed.

Springfield, Mo., June 11, 1931.

SALES SPOT TOMATOES—The number of cars sold during the past week was slightly less than the number sold during the previous week. However, these sales were in keeping with the canners' limited holdings. Sales prices ranged: No. 1 standard, 10 oz., 40 to 42½c dozen; No. 303 cans, 16 oz., 60c dozen; No 2 standards, 65c to 70c dozen; No 2½ standards, 95c to $1.

Today's Tomato Prices—Canners' holdings of spot tomatoes are so limited, and mostly in strong hands, and there is a difference with the canners in regard to the prices at which they are willing to confirm sales at this time. Canners are holding their limited offerings at the following range of prices: No. 1 standard, 10 oz., 42½c to 45c; No. 303 tins, 16 oz., 60c, very few cars; No. 2 standards, 65c, 67½c, 70c, the packs of the better quality held at the highest range of prices; No. 2½ standards, 95c to $1, very few cars; No. 10 standards, offerings very limited, $3.50. If we were to insert in this market letter information as to the limited number of cars of spot tomatoes in canners' hands unsold in the Ozarks, it would be somewhat alarming to the buyers who draw practically all their supply of tomatoes from the district.

Future Tomatoes—Canners in the Ozarks who have any offerings of future tomatoes on the market are standing firm at the following range of prices: No. 1 standard, 10 oz., 45c dozen; No. 300 tins, 14½ oz., 60c dozen; No. 303 tins, 16 oz., 65c dozen; No. 2 standards, 70c dozen; No. 2½ standards, 95c dozen; No. 3 standards, $1.10 dozen; No. 10 standards, $3.50 dozen, f. o. b. factory points Missouri and Arkansas.

Canners are only willing to book orders for future tomatoes on condition of shipment when goods are packed and can be made ready for shipment, and on pro rata delivery contract. It should be definitely un-

derstood that canners of the Ozarks will guarantee their parks of tomatoes to be U. S. standard grade as per specifications set out by the U. S. Department of Agriculture. Canners are willing to have inserted in their contracts covering sales of future tomatoes a clause guaranteeing their packs to meet requirements of the Federal Fure Food Laws Act June 30, 1906, as amended to date, which is generally understood to include the McNary-Mapes Law. Sales of future tomatoes by the canners of the Ozarks will be on basis of U. S. standard grades, and not subject to buyers' approval of samples from the coming season's pack. All carload buyers of canned tomatoes generally show a disposition to hold off from placing orders for future tomatoes. This meets with the approval of canners generally, for the canners realize they are taking a greater risk in selling tomatoes in advance of the packing season than the carload buyer is taking in making a purchase on the basis of prices that have been named in this market letter.

Setting Tomato Plants—Tomato growers in the Ozarks are now setting plants in the fields, and this work will be continued throughout the month of June. There is still some scarcity of tomato plants in the district, and the weather conditions just at this time are not very favorable for setting plants, with the expectation of securing a good stand. It will likely be July 10 before it is possible to determine the actual tomato acreage in Missouri and Arkansas on this year's pack.

Tomato Canning Season—When we have an unusually favorable season in the Ozarks, it sometimes occurs that canners are packing tomatoes in a limited way from the fields that were set with plants early, along the last week in July and first week in August. This will not be the case this year. Canners are predicting that the canning season will start from two to three weeks later than usual, and there will be a very limited number of cars packed during the entire month of August. The smallest canners with limited acreage will not have any new-pack tomatoes ready for shipment earlier than September 10th. With the late start in the tomato canning season, it would be unreasonable to expect a full tomato yield per acre, and the actual period for canning this year will likely be the shortest we have experienced for a goodly number of years.

Green Beans—The bean acreage contracted for canning figures only about 45 per cent acreage, as compared with that which was contracted last year. There will likely be a shrinkage in this bean acreage under the total contracted. There will be fewer canners in the Ozarks packing green beans this year than has been the case for several years. These canners show no special disposition to push sales on future cut stringless green beans for shipment when packed. The range of prices on futures, however, are as follows: No. 1s, 60c; No. 300 tins, 75c; No. 303 tins, 80c; No. 2 tins, 85c; No. 10 tins, $4.25. These prices for cut stringless, standard grade.

Canned Blackberries—Two or three canners in the district intend packing canned blackberries from cultivated varieties in No. 2 and No. 10 cans, but if these canners have named any prices on same for future delivery we have not ascertained that fact. We have a few canners in the Ozarks that will pack some blackberries in No. 2 enamel lined cans from the wild blackberries, which grow to fine quality here in the Ozarks, and such packs will be known as water packs. Any sale of future blackberries from either cultivated or from wild berries will be subject to pack, as the blackberry crop is never certain until the packing season for ripe fruit is at hand. The blackberry vines have blossomed freely, but it sometimes occurs here in the Ozarks that excessive high temperature, coming at a period after the berries are formed, causes the berries to dry up, and the crop is a total loss.

Peach Crop—Everything is very promising for a good crop of peaches throughout the Ozarks, but it is quite uncertain at this date as to whether or not canners will attempt to pack any canned peaches.

Apple Crop—This crop is very promising, and it is quite likely that just a few canners will pack some No. 10 canned apples from late fall or winter variety, but it is too early to expect any of these canners to place any offerings of future canned apples on the market.

Canned Tomato Juice—Several canners have packed very successfully the past two canning seasons pure strained tomato juice in No. 1 and No. 2 cans, and have found a ready market for same. There will be more canners in the district packing tomato juice this year and these canners will make every effort to pack a quality of juice that will find ready sale, and give entire satisfaction to the consuming public. The quality of tomato juice being canned in the Ozarks makes a fine drink, and is used extensively for seasoning.

Strawberries—The strawberry crop is still being marketed and carload shipments will continue to move for another week or ten days, and the total number of carload shipments from Missouri-Ozarks will likely be 1,000 cars.

General Crop Conditions—In motoring out through the country we must say that we have never seen everything look more promising than just at the present time. Farm crops generally are making splendid growth, considering the late crop season and general weather conditions. Pastures are fine, and the Ozarks are noted far and wide for their thousands of flocks of healthy poultry and their fine herds of dairy cattle.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Closed Season for Shrimp Went into Effect June 1st—Some Shrimp Caught in Mobile Bay This Week—All Want to Sell and Nobody Wishes to Buy Stringless Beans.

Mobile, Ala., June 11, 1931.

SHRIMP—The closed season for the canning of shrimp, which went into effect in Alabama on June 1st, is no different to the canners than the open season was, as far as production is concerned.

The law has closed the canning factories since June 1st, and Mother Nature has had them closed for the past three months previously by refusing to allow any shrimp to hit this coast. So it's like adding insult to injury, and really the conservation law this season is an unnecessary statute.

Never in the history of the industry has production of shrimp in Alabama been as light as it has been in the last six months. Some shrimp have been caught in Mobile Bay the past two weeks, but just about enough to supply the local retail market, which doesn't mean much, because it don't take much to supply the

market here or anywhere else, therefore shrimp are a long way from being plentiful in Mobile Bay. However, it's a help right on, because it relieves the unemployment to a certain extent, and a spark in a smothered fire gives hope of being able to start up a blaze, and sincerely hope that it will be the case in this instance.

Nevertheless, a strike of shrimp will be of little benefit to the canners here unless the shrimp hit in the Gulf and outside of the three-mile limit offshore, which would enable the canneries to pack them, as the conservation law of Arkansas prohibits the canning of shrimp caught in the territorial waters of the State of Alabama and three miles offshore in the Gulf of Mexico is outside of the jurisdiction of the State, hence the Conservation Department allows the factories here to can shrimp that are caught beyond its boundary under certain conditions.

The good demand for canned shrimp helps to pep up things in the canning game, even if it is brought about by the light production.

The price of canned shrimp is $1.50 per dozen for No. 1 medium and $1.65 per dozen for No. 1 large, f. o. b. factory.

Stringless Beans—Everybody wants to sell and nobody wants to buy is the best way to explain the position in which the producer is nowadays. Everywhere that a producer turns for an outlet to his product he bumps up against a brick wall of discouragement, and the few narrow paths left for him are strewn with the biblical briars and thorns.

If course, this situation does not only exist in the canned food lines, but in every commodity produced, and the bean pack is probably less affected than most commodities, because the produce produced is wholesome and cheap and the pack has undergone so much improvement and it's of such high quality that the canned beans cannot be detected from the fresh home-cooked and prepared beans.

In fact, many housewives throughout the country nowadays serve canned beans on their table the year round, even in the height of the fresh bean season, because she finds them as delicious as she could prepare herself, and certainly cheaper. This being the case, there is no reason why canned beans should not be the most popular pack on the market.

The bean pack in this section has gotten off to a slow start, and no high powered production is expected. A good yield is looked for of the acreage planted, and the beans are of exceptionally good quality, hence a high grade pack in every respect is sure to be turned out.

The price of cut stringless beans is 80c per dozen for No. 2, $1.15 per dozen for No. 2½ and $4.25 per dozen for No. 10, f. o. b. cannery.

Canners Fall in Line—It would be well for the canners to investigate the work that is being carried on by the American Medical Association, which has just been made public in Philadelphia, Pa.

It seeks to direct manufacturers and advertisers to give the public information which will build up health as well as sell food.

It appears that the object of the Medical Association in this case is to bar out exaggerated claims made by certain food manufacturers and to invite other deserving food manufactured products to avail themselves of their scientific research to further the sale of their product, and at the same time build up the health of the public.

Quoting from the Associated Press dispatch in the Mobile Register is the following:

"The results of the first year of this campaign were reported at the opening session of the House of Delegates by the committee on foods. It offers to examine all foods merchandised under a label. If it accepts them, they are permitted to display an approval seal. Of 297 foods submitted during the year, 65 were accepted.

"All ingredients, chemical composition to describe the product chemically, says the report, preparation of raw materials, description of all steps of manufacture and extent of sales are among the prerequisites to consideration. Biologic and bacteriological data are called for. Evidence to justify any unusual claim of a general nature is also required.

"Describing without identification example of its work, the committee states: 'One of the chief cereals of the market will have to be renamed because of its deceptive name. Another accepted national cereal brand must be relabeled or rejected.'

"Morris Fishbein, editor of the journal of the American Medical Association, in an address on food said: 'The best diet of man includes adequate quantities of all the well-known food substances. Such a diet will provide adequate quantities of vitamins. The use of insulin for diabetes, of liver extract for pernicious anemia, of whole liver, heart and kidney for anemia in general, indicates the folly of vegetarianism.

" 'Bran is a good food for horses, but may be severely irritating to a delicate stomach and intestinal tract. Yeast is merely a food rich in vitamin B with some laxative effect. It is not a panacea for pimples or dyspepsia.' "

The editor analyzed other foods in his address.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Cherry Prices Restored—Asparagus Pack Ended and Below Two Million Cases—Peach Crop Short of Last Year's—Nearly Six Thousand Acres Torn Up—Pineapple Consumption Heavy—New Efficiency Needed.

San Francisco, June 11, 1931.

CHERRY PRICES—Some interest was caused by the posting of tentative opening prices on cherries by some canning interests a short time ago and a hurried withdrawal when a heavy rain blanketed California. Some of those who withdrew have reinstated their lists, but very little business has been booked, as far as can be learned. Futures are commanding but little attention in any line, interest being centered on the spot market.

Asparagus—The packing of asparagus is at an end in California, except in isolated instances, and it will soon be possible to learn just how successful has been the plan to limit the pack to the quantity that can be marketed in an orderly manner. It is anticipated that the output will be below 2,000,000 cases. Most packers have guaranteed their prices against their own decline until the end of the year and business on the new pack is generally reported as being satisfactory, buyers seeing nothing to be gained by withholding business.

—— Too Late To Classify ——

WANTED—2 Picking Table 18 or 24 inches wide, 10 or 12 long. Must be in A-1 condition.
John H. Dulany & Son, Fruitland, Md.

Peaches—Interest is now commencing to center on the probable output of cling peaches for the season and activities commenced the first of June with a report by the California Cling Peach Crop Survey Committee, indicating that the crop would be between 25,000 and 30,000 tons below that of last year. A recent survey indicates that the tonnage of canning peaches for the State north of Tehachapi will be about 460,000 tons, as compared with 485,000 tons for 1930. The committee making the survey consisted of Albert K. Andross, chairman, Yuba City; Preston McKinney, secretary and vice-president, Canners League of California; F. E. Laney, Sutter Cooperative Growers; A. W. Tames, California Packing Corporation; E. R. Williams, California Canning Peach Growers, and Harry B. Eustace, California Department of Agriculture. The 1931 and 1930 estimates, by varieties, are, respectively: Tuscans, 60,475 tons and 85,901; Midsummers, 212,883 and 199,978; Phillips, 176,239 and 185,781, and miscellaneous, 10,614 and 13,447.

The report indicates that 5,843 acres of cling peaches have been dug out or abandoned, accounting for 31,158 tons of the 1930 estimated production. Tuscans represented nearly half of this decrease. About half of the acreage reduction is in the Sutter-Yuba-Butte section, where a reduction of nearly 25,000 tons was recorded for this season as compared with 1930. A small increase in tonnage was noted in the San Joaquin Valley.

The 1931 crop survey indicates that the peak of production of cling peaches in California has probably been reached and may have been passed with the record crop of 1930, when conditions were ideal for crop development. Estimates for 1931 are based on conditions as they appear on June 1. Shortage of water, heat conditions and various factors, favorable and unfavorable, may change the situation materially before the crop ripens. The survey is the third of its kind, others having been made in 1928 and 1930. It will furnish the basis for canners and growers to use in formulating plans for handling the peach crop, which is again in considerable surplus.

A small tonnage of cling peaches is produced in the southern counties of the State, but the crop there this year promises to be light, orchards being in poor condition.

Pineapple—Hawaiian pineapple is going into consumption at a rate which suggests that last year's record pack will about be out of first hands by the time the new pack is available in quantities. Shipments from the Islands have been stimulated by reduced prices and an aggressive marketing campaign and the outlook is much brighter than it was a few months ago. Up to May 9, shipments for the current year were 1,007,034 cases larger than during the corresponding period in 1931, and represented a gain of 57.2 per cent. Early in the year estimates began to drift to the mainland of a pack of close to 16,000,000 cases of pineapple in 1931. These may be unduly high, however, since the output up to May 9 was but 94,332 cases, or less than 12 per cent ahead of the same period in 1930. Enthusiastic members of the industry point out that the per capita consumption of pneapple in the United States is but about two cans a year. They suggest that this could easily be increased to six. At this point, canners of peaches, pears, apricots, cherries, plums and figs chime in with the suggestion that the per capita consumption of these products is also low.

Another Method Needed—In honor of William G. McAdoo, former Secretary of the Treasury, five hundred civic leaders met at a conservation dinner at the Palace Hotel, San Francisco, on the evening of June 4, under the direction of the Economic Conservation Committee of America. Louis F. Byington presided at the dinner and Mr. McAdoo was introduced by Chester H. Rowell. The speaker declared that the American business man is not as efficient as he thinks he is. He has tried out one set of economic principles and they have not delivered the proper results. He must try something new if he is to meet the challenge of the world today. The speaker dwelt on the success of the War Industries Board and its program during the war time and asked why it would not be possible for the American business man to devise a Peace Industries Board to serve the same ends in time of peace.

The Economic Conservation Committee was organized last year to conserve surplus food crops and turn what might be waste into staple foods to supply the needy. Some progress was made in utilizing the surplus peach crop and the work will continue on a larger scale this year.

Freight Rates—An early settlement of the controversy over Hawaiian pineapple freight rates is in sight, with lower rates for all shippers, whether the fruit is sent direct from the Islands to the East Coast, or is transhipped at San Francisco. The Isthmian Line has inaugurated a rate of $10 a ton on shipments from Hawaii to New York and other transportation concerns have made an offer of a through rate, via San Francisco, of $10.50 a ton. Some large packers insist that the rate be equalized, declining to pay any premium to have goods shipped via San Francisco, despite the fact that the service is more frequent.

What Canned Foods Distributors are Doing

FEDERAL TRADE COMMISSION SUBMITS REVISED TRADE RULES TO GROCERY INDUSTRY—The Federal Trade Commission has passed the grocery trade conference resolutions adopted by the industry in the latter part of 1928 back to the trade for acceptance, after making several changes. The commission, it will be remembered, decided to review the rules adopted by all industries in the country in view of the conflicting views with reference to its interpretation of certain trade conference resolutions.

The commission issued its revised rules last week and has allowed the grocery trade 60 days in which to approve of the revisions. Efforts are being made to bring these resolutions before the Food Trades in Milwaukee on July 6th, during the wholesalers' and retailers' conventions to be held there then.

Small changes in the Group 1 resolutions, which condemn practices that are illegal, were made by the commission. These practices include secret rebates, price discrimination, lottery schemes, commercial bribery, false advertising, joint trade discrimination and other illegal activities familiar to the trade. The principal changes in this group are revisions of the phraseology of the rules to bring them within the commissioners' interpretation of the law, rather than any alterations affecting the practices themselves.

The Group 2 rules relate principally to uneconomic and wasteful practices and cover activities which competitors have previously decided to discontinue in fairness to all branches of the food industry and the public.

A feature of the revised code is that the commission now declines either to approve or accept rules on the following subjects:

Failure by a retailer to accept delivery of orders given by him; the abuse of the factory drop shipment practice; any deviation from the original agreement concerning discount for cash terms; free deals and diversion of brokerage.

The complete revised rules follow:

Group 1

Rule 1. **Secret Rebates:** The secret payment or allowances of rebates, refunds, commissions, or unearned discounts, whether in the form of money or otherwise, or secretly extending to certain purchasers special services or privileges, not extended to all purchasers under like terms and conditions, with the intent and effect of injuring a competitor and where the effect may be to substantially lessen competition or tend to create a monopoly or to unreasonably restrain trade, is an unfair trade practice.

Rule 2. **Price Discrimination:** It is an unfair trade practice for any person engaged in interstate commerce, in the course of such commerce, either directly or indirectly, to discriminate in price between different purchasers of commodities, where the effect of such discrimination may be to substantially lessen competition or tend to create a monopoly in any line of commerce; provided that nothing herein contained shall prevent discrimination in price between purchasers of the same class on account of differences in the trade, quality or quantity of the commodity sold, or that makes only due allowance for differences in the cost of selling or transportation, or discrimination in price in the same or different communities made in good faith to meet competition; and provided further, that nothing herein shall prevent persons engaged in selling the products of this industry in commerce from selecting their own customers in bona-fide transactions and not in restraint of trade.

Rule 3. **Premiums—Lottery:** The offering or giving of prizes in connection with the sale of grocery products, or as an inducement thereto, by any scheme which involves lottery or fraud, is an unfair trade practice.

Rule 4. **Commercial Bribery:** Directly or indirectly to give or permit to be given or offer to give money or anything of value to agents, employees, or representatives of customers or prospective customers or to agents, employees or representatives of competitors' customers or prospective customers, without the knowledge of their employees or principals as an inducement to influence their employers or principals to purchase or contract to purchase industry products from the maker of such gift or offer, or to influence such employers or principals to refrain from dealing with or contracting to deal with competitors, is an unfair trade practice.

Rule 5. **False Advertising:** The making or causing or permitting to be made or published any false, untrue or deceptive statement by way of advertisement or otherwise concerning the grade, quality, substance, character, nature, origin, size, or preparation of any product of the industry having the tendency and capacity to mislead or deceive purchasers, is an unfair trade practice.

Rule 6. **Slack-Filled Packages:** The use of deceptively slack-filled or deceptively shaped containers with the tendency and capacity to mislead or deceive purchasers or prospective purchasers, is an unfair trade practice.

Rule 7. **Discrimination:** Any joint action the purpose of which is unlawful to exclude any manufacturer, merchant or product from a market or unlawfully to discriminate against any manufacturer, merchant or product in a market, is an unfair trade practice.

Rule 8. **Selling Below Cost:** The selling of goods below cost with the intent and with the effect of injuring a competitor and where the effect may be to substantialy lessen competition or tend to create a monopoly or to unreasonably restrain trade, is an unfair trade practice.

Rule 9. **Fictitious Prices:** Offering for sale merchandise at a price reduced from a marked-up or fictitious price with the tendency and capacity to mislead or deceive purchasers or prospective purchasers, is an unfair trade practice.

Rule 10. **Combination Sales:** The practice of coercing the purchase of several or a group of products as a condition to the purchase of one or more products under the exclusive control of the seller, where the effect may be to substantially lessen competition or to unreasonably restrain trade or tend to create a monopoly, is an unfair trade practice.

Rule 11. **Substitution of Merchandise:** The practice of shipping or delivering products which do not conform to the samples submitted or representations made prior to securing the orders, without the consent of the purchasers to such substitutions, and with the effect of deceiving or misleading purchasers, is an unfair trade practice.

Group 2

Rule 1. **Abuse of Buying Power:** The abuse of buying power to force uneconomic or unjust terms of sale upon sellers, and the abuse of selling power to force uneconomic or unjust terms of sale, upon the buyers, are condemned by the industry.

Rule 2. **Repudiation of Contracts:** Contracts, either written or oral, are business obligations which should be performed in letter and spirit. The repudiation of contracts by sellers on a rising market, or buyers on a declining market, is equally reprehensible, and is condemned by the industry.

Rule 3. **Committee on Trade Practices:** A Committee on Trade Practices is hereby created to co-operate with the Federal Trade Commission and to perform such acts as may be proper to put these rules into effect.

Rule 4. **Individual Price Lists:** (1) The industry approves of the practice of each individual member of the industry independently publishing and circulating to the purchasing trade its own price lists.

(2) The industry approves the practice of making the terms of sale a part of all published price schedules.

Attacks Attitude of Government in Sugar Institute Case— While the Sugar Institute is awaiting disposition of charges filed by the Department of Justice alleging illegal activities of the organization and asking that it be dissolved, directors of the Institute feel confident that the trial will result in a complete vindication. The trial is scheduled to start shortly in the Federal Court in New York City.

The unpopularity of the Government's attack on the Institute in the sugar trade is illustrated in the following remarks made recenty by Reginald Dyker, vice-president and general manager of the American Sugar Cane League.

Mr. Dyker declared that unless the Institute had radically departed from the principles on which it was founded, which rules, it will be remembered, were approved by the Department of Justice at the time of the forming of the organization, the attack made upon it at the present time, especially in view of the general depressed condition of the nation's industries, is unwise.

"The members of the Sugar Institute, as contrasted with the domestic producers of sugar, are in the majority handlers of foreign sugar. Between them and the domestic sugar producers there are conflicting interests inseperable from the competition of foreign sugar with domestic sugar, which have their most concrete example in the sugar tariff controversy."

In questioning the wisdom of moves of this nature in the present period of business depression, Mr. Dyker said:

"Legislation enacted many years ago to curb business combinations, while it may have been suited to the conditions existing at that time, is likely, unless administered with the utmost discretion, to add to the present depression. It is likewise remarkable how sugar seems to be always singled out for attack in every direction. It is chosen as the scape-goat time after time when all around there are much more legitimate instances where action might be taken."

In discussing the charge that the Institute had been involved in price-fixing practices, Mr. Dyker said that in view of the ridiculously low price of sugar at the present time, to take anyone to task on the ground of undue price raising is inopportune, to say the least.

He called attention to another unsatisfactory condition existing within the sugar trade and pointed out that it would be interesting if the Government were to investigate it with the same apparent thoroughness that they did the Sugar Institute.

"It would be interesting if the Government would look into the edible molasses situation. We have a hard time selling our edible molasses, which seems to go through certain narrow price channels. We have the feeling that we are in the same fix, so far as edible molasses is concerned, as are the growers of burly tobacco. The buyers are few and well organized. The legal distinction that seems to exist in the minds of the officials of the United States Department of Justice between buyers of raw material getting together to depress its price and sellers getting together to raise prices is not logical."

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CONCRETE BEATS FILM

Betty—I understand some of those movie kisses last through fifty feet of film.

Nettie—That's nothing. I've had some that lasted over a half mile of concrete paving.

The milk inspector was on the look-out for a case. He waylaid the small apprentice of the local dairyman, and after a friendly remark or two said casually: "Tell me, does your employer ever put anything into his milk before he sells it to his customers?"

"He always does," replied the boy, with a grin.

The inspector smacked his lips approvingly. From an inside pocket he produced a bulky notebook. "What does he put in the milk?"

"Well," said the boy, "before he sells any milk to anybody he allus puts the measure in. He has to."

First Suburbanite—How far do you live from town?

Second Suburbanite — Exactly ten gas stations, twelve hot-dog stands, eight sandwich shacks, and two hundred and thirty-nine billboards.

Bobby came home from his first day at school with the announcement that he could write. Upon being given pencil and paper, he made his usual meaningless scribbles.

"But what," said his mother, "does it say?"

"How do I know?" answered Bobby. "I haven't learned to read it yet."

Professor—A fool can ask more questions than ten professors can answer.

Student (to classmate)—No wonder so many of us flunk in our exams.

The turn was over, and the orchestra was silent for a while.

"I say," said the conductor, leaning down to speak to his first violin, "whatever key were you playing in?"

"Skeleton key," returned the violinist, readily enough.

"Skeleton key," echoed the conductor, "whatever do you mean?"

"Fits anything," was the reply.

A man who had been waiting patiently in the post-office could not attract the attention of either of the girls behind the counter.

"The evening cloak," explained one of the girls to her companion, "was a redingote design in gorgeous brocade, with fox fur and wide pagoda sleeves."

At this point the long-suffering customer broke in with: "I wonder if you could provide me with a neat red stamp with a dinky perforated hem, the tout ensemble delicately treated on the reverse with gum arabic? Something about two cents."

WHERE TO BUY

—— the Machiney and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.

Apple Paring Machines. See Paring Mach.

BEAN SNIPERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BASKETS, Picking
Planters Mfg. Co., Portsmouth, Va.
Swing Bros., Ridgely, Md.

Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

BELTS, Carrier, Rubber, Wire, Etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.

Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.

Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.

Bottle Screw Caps. See Caps.

BOX (Corrugated) SEALING MACHINES.
A. K. Robins & Co., Inc., Baltimore.

Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Westminster Mach. Works, Westminster, Md.

BROKERS.
J. Harry Cain, Baltimore.
Phillips Sales Co., Cambridge, Md.

Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, Etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.

Cabbage Machinery. See Kraut Mchy.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.

Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.

Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Capping Steels, Soldering. See Cannery Sup.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich.

CANS, Tin, All Kinds
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
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A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Can Stampers. See Stampers and Markers.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Graviety, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Souder Mfg. Co., Salem, N. J.

Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
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Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
The United Co., Baltimore.

CORN SHAKERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.

Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, Etc.).
U. S. Prt. & Litho. Co., Cincinnati, O.

Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Straburger & Siegel, Baltimore.

DECORATED TIN (or Cans, Caps, Etc.).
American Can Co., New York City.
Continental Can Co., New York City.

Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.

Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc
U. S. Printing & Litho. Co., Cincinnati, Ohio.

Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

WHERE TO BUY---*Continued*

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.

Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Generators, Electric. See Motors.

GLASS-LINED TANKS.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, Etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Baltimore.

LABELING MACHINES.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Westminster Machine Works, Westminster, Md.

LABEL MANUFACTURERS.
H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago
Michigan Litho. Co., Grand Rapids, Mich.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Molasses Filling Machines. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Currog. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, Etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Sprague-Sells Corp., Chicago.
A. K. Robins & Co., Baltimore.
Zastrow Mach. Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.
Berlin Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.
Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slayman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers), See Cany. Sup.

SALT DISTRIBUTING MACHINE.
F. H. Langsenkamp Co., Indianapolis, Ind.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.

Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottles. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill
Slaysman & Co., Baltimore.

SEIVES AND SCREENS.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Sorters, Peas. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New Yorfk City.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, Pickling. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.
Sprague-Sells Corp., Chicago.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE
American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Champman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

Washers, Bottles. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarbury, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetables.
Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
The United Co., Baltimore.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply System. See Tanks, Wood.

WYANDOTTE, Sanitary Cleaner.
J. B. Ford Co., Wyandotte, Mich.

Judge Syrupers

Positive Measure---High Speed---Non-Spill
Automatic Disc-feed

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Syruping Fruits and for Liquid Filling

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Through 75 years of intensive effort we have built up Pedigreed lines of QUALITY Seed, out of which we have developed strains particularly adapted to the exacting demands of CANNERS. Continuous, painstaking breeding is required not only for developing new types but likewise for improving existing varieties. These superior stocks and the experience of an expert personnel are at your service.

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